

American Fruits

International Trade Journal of Commercial Horticulture

Circulating Throughout United States, Canada and Abroad
Featuring Commercial Horticulture in all its Phases of
Nursery Stock, Orchard, Landscape Planting, Distribution
Published Monthly by American Fruits Publishing Co., Inc.

Vol. XXIII

ROCHESTER, N. Y., MAY, 1916

Number 5

Painesville Nurseries---Surplus

DAY LETTER

CLASS OF SERVICE	SYMBOL
Day Message	
Day Letter	Blue
Night Message	Nite
Night Letter	N L

If none of these three symbols appears after the check (number of words) this is a day message. Otherwise its character is indicated by the symbol appearing after the check.

WESTERN UNION TELEGRAM

NEWCOMB CARLTON, PRESIDENT
GEORGE W E ATKINS, VICE-PRESIDENT
BELVIDERE BROOKS, VICE-PRESIDENT

CLASS OF SERVICE	SYMBOL
Day Message	
Day Letter	Blue
Night Message	Nite
Night Letter	N L

If none of these three symbols appears after the check (number of words) this is a day message. Otherwise its character is indicated by the symbol appearing after the check.

RECEIVED AT

59ABU MT BLUE

Painesville 0 9 30 AM APR 24/16

American Fruits Pubg. Co.,
Rochester, N. Y.

In the fierce crush caused by late spring and labor shortage we overlooked changing advertisement. Please just tell our customers we are breaking our backs and suffering brain storms in the effort to complete deliveries. Frost--Embargoes--Car Shortage. But why repeat woes they are experiencing.

Hastily yours,

THE STORRS & HARRISON CO.
10 33 AM

Special Low Rates for Immediate Delivery on

APPLES--All Commercial Varieties

PEARS--Standard and Dwarf

PEACHES--All Leading Kinds

CHERRIES--Sweet and Sour

PLUMS--European and Japan

Grape Vines

Small Fruits

We are still strong on Ornamental Stock: Trees, Shrubs, Roses and Perennials!

The Storrs & Harrison Co.

Established

NURSERYMEN - - - FLORISTS - - - SEEDMEN

1200 Acres

1884

PAINESVILLE, OHIO

48 Greenhouses

A Complete Variety List

Ornamentals
Fruits
Roses
Evergreens
Clematis
Herbaceous
Plants

Nurserymen
Dealers
Orchardists
Gardeners
And
Landscape
Architects

Lowest Prices Consistent With Quality

Our office and nurseries are situated on
the Rochester and Eastern R. R. only
one and one-half hours from Rochester.

W. & T. SMITH COMPANY

THE GENEVA NURSERY

1000 Acres GENEVA, N. Y. 67 Years

We Offer for Spring 1916

300,000 Apple, 2 and 3 year, splendid trees
75,000 Cherry, 2 years, none better
200,000 " 1 year, fine
40,000 Pear, 1 and 2 year, fine
40,000 Plum, 1 and 2 year, fine

Also large stock of Elm, Norway, Sugar, Soft
Maple, Catalpa Bungei and a general assortment
of other ornamental trees, shrubs, hedge plants,
perennials, small fruits, etc.

We can furnish ornamental trees in almost
any size wanted.

A fine growing season, a fine lot of stock

C. M. HOBBS & SONS

MARION CO.

BRIDGEPORT, IND.

The Best Tree Digger on Earth



Write for Descriptive Circular and Prices

STARK BROS.

Nurseries and Orchards Companies

LOUISIANA MO.

Worth Many Dollars

to buyers of nursery stock, is our current Bul-
letin of Unsold Stock, and yet it is free for the
asking, if you are in the trade. If you did not
receive your copy write for it. Do it today.
Use printed stationery, please. We sell to the
trade only.

It offers a splendid assortment of

Roses Perennials Shrubs
Vines Ornamental Trees
Apples Peaches Pears
Currants Gooseberries

All graded up to well known "J & P Preferred" standard.
We ask special attention to our offerings of **ROSES**
from 2½ inch pots for nursery planting.

They are extra well-established stock that live, grow
and make No. 1 field-grown plants in a surprisingly
short time.

JACKSON & PERKINS COMPANY

NEWARK, NEW YORK STATE
Wayne County

American Fruits Monthly Guide for Purchasers

Rate for Announcements in this Department: 25 cents per line; minimum charge \$1.00 per issue.

GENERAL NURSERY STOCK

ALABAMA

HUNTSVILLE WHOLESALE NURSERIES, HUNTSVILLE—Apples, pears, plums, peaches, cherries, roses, pecans and magnolia grandiflora. Send for price list.

CONNECTICUT

C. R. BURR & CO., MANCHESTER—Berberis Thunbergii Seedlings a Specialty. Large Stock in All Grades. General Line of Nursery Stock.

INDIANA

C. M. HOBBS & SONS, BRIDGEPORT, IND.—General line of fruit and ornamental nursery stock. Can furnish ornamental trees in almost any size wanted.

MARYLAND

J. G. HARRISON & SONS, BERLIN—General line of nursery stock. Great variety of small fruits. Strawberries a specialty. Evergreens, too.

MASSACHUSETTS

BAY STATE NURSERIES, NORTH ABINGTON—Assortment of Trees, Shrubs, Vines, Roses, Herbaceous Perennials, etc.

MICHIGAN

I. E. ILGENFRITZ'S SON CO., MONROE—Growers and dealers. Standard fruit trees, dwarf fruit trees, small fruits, ornamentals, shade trees. Employ agents, issue catalogues.

MISSOURI

STARK BROS. NURSERIES AND ORCHARDS CO., LOUISIANA—General line of nursery stock in large quantities and variety. Nurseries east, west and south. Quotations promptly submitted.

NEW YORK

JACKSON & PERKINS COMPANY, NEWARK—Ornamentals, roses, clematis, tree hydrangeas, perennials, etc. Agents for foreign houses selling French fruit tree seedlings. Belgian Azaleas, exotic plants, etc. WHOLESALE ONLY.

AUGUST ROLKER & SONS, N. Y. CITY—Importers of General Nursery Stock, Rhododendrons, Roses and Hardy Bulbs for the Nursery trade. Address P. O. Box 752, or 51 Barclay Street.

Commercial Nursery Co., Winchester, Tenn.
Branch Nurseries, Monticello, Fla.

We grow Pear, Peach, Plum, Apple, Apricot and General Nursery Stock; as good as can be grown. The best Paper Shell Pecans, Satsuma Oranges, Figs and Japan Persimmons at our branches. Write for prices.

NO MATTER WHAT

Periodicals you are taking you cannot afford to be without "American Fruits" declared by leading Nurserymen throughout the country to be beyond question the most able and valuable Nursery Trade Journal published.

Twelve and one-half cents a month by the year.

OUR NEW

Credit and Information List

under date of January, 1916, is the best ever issued. It contains credit ratings on about 5000 people. Subscribe now before the edition is exhausted. For particulars write National Florists' Board of Trade, 56 Pine Street, New York City.

RETAIL NURSERY BUSINESS

RETAIL NURSERY BUSINESS FOR SALE—Located within 50 miles of St. Paul and Minneapolis (the garden spot of the northwest). A growing mail order trade (17 years established) with an enviable reputation. Exceptional opportunity for live man with some experience and capital. Will sell whole or part interest to right party; with or without land; modern buildings and good general stock. Nursery, care American Fruits

W. & T. SMITH CO., GENEVA—Highest grade stock of Fruit and Ornamental trees, Shrubs, Roses, Evergreens, Vines, etc. Catalogs. LOWEST PRICES CONSISTENT WITH QUALITY.

JOHN WATSON, NEWARK—Ornamentals: Apple Seed; Kansas Apple Seedlings; Fruit Tree Seedlings, Munnett Rose Stocks from prominent French grower.

OHIO

STORRS & HARRISON CO., PAINESVILLE—Growers of everything that makes a complete nursery. Issue catalogues and price lists. Wholesale and retail. Specialists in whatever we propagate.

P. D. BERRY, DAYTON, O.—Berry Plants, Rhubarb, Horseradish, Privet, Barberry, Peonies, Black Currant Cuttings, Gooseberry rooted layer plants, Spirea, etc.

TENNESSEE

RIVERVIEW NURSERY, McMINNVILLE—Forest and Ornamental Seedlings, Seeds, Shrubs, Trees, etc., at special low prices.

JOE SHADOW NURSERY CO., WINCHESTER, TENN.—Growers and Contractors of successful "JUNE BUDDED PEACH TREES." Wholesale only. Let us contract to grow you JUNE BUDS for your 1916 fall demand, varieties such as you wish. Contracts open till 1st of June, 1916.

VIRGINIA

W. T. HOOD, RICHMOND—California privet. General line of high grade nursery stock.

SEEDLINGS, ETC.

KANSAS

J. H. SKENNER & CO., TOPEKA—Fruit and ornamental trees and shrubs. Apple and pear seedlings. Forest tree seedlings.

F. W. WATSON & Co., TOPEKA—Japan Pear Stocks and Apple Seedlings, United States Grown, Produced and Handled with Utmost Care. Particular as to Grades and Quality.

KENTUCKY

WILLADEAN NURSERIES, SPARTA—Lowest prices on ornamental trees, shrubs and tree seedlings. Catalpa Speciosa or Black Locust Seedlings in any quantity.

SEEDS

WAIT! Before ordering get our 1916 pure seed book. Printed in four colors; describes our Royal Purple Grand Champion, Pure, Tested field vegetable and flower seeds, fruit trees, vines, shrubs, plants at lowest wholesale cut prices. **GALLOWAY BROS., Waterloo, Iowa.**

WANTED—A man with some experience in seeds, to take charge of a seed department. State salary expected and experience you have had. **THE J. C. ADLER CO., Joliet, Ill.**

\$5 Nursery Directory for \$1

Only exclusive Nursery Directory published. Every State; Canada and Foreign. Based on official sources. Revised to date. "Worth \$5.00 of any man's money."—John Watson, Newark, N. Y.

Sent postpaid for \$1.00 by

American Fruits Pub'g. Co., Rochester, N. Y.
Publishers of

AMERICAN FRUITS—THE NURSERY TRADE JOURNAL

CHERRIES, ETC.

INDIANA

W. C. REED, VINCENNES—Cherry trees, one and two year. General line of other stock.

H. M. SIMPSON & SONS, VINCENNES—Cherry trees a specialty; one and two years old.

SMALL FRUITS

NEW YORK

T. S. HUBBARD CO., FREDONIA—Longest Established growers Grape Vines. Largest stock in United States. Also Currants, Gooseberries, Blackberries.

OHIO

WICK HATHAWAY, MADISON, O.—Raspberry, Strawberry, Currant and Gooseberry Plants. Grapevines. Small Fruits a Specialty.

W. N. SCARFF, NEW CARLISLE—Everything in small fruit plants. Ask for price list. Large stock and great variety.

SUPPLIES

BENJAMIN CHASE CO., DERRY N. H.—All kinds of labels for nurserymen's use. Samples and prices submitted upon application.

DAYTON FRUIT TREE LABEL CO., DAYTON, O.—Labels of all kinds for nurserymen's use. Samples and prices upon application.

FOREIGN NURSERY STOCK

FRANCE

BARBIER & CO., ORLEANS—Fruit tree stocks and ornamental stocks. Wholesale trade list free.

E. TURBAT & CO., NURSERYMEN, ORLEANS, FRANCE—Grow all outdoors Nurseries stock; Fruit, Ornamental and Forest. Enormous stocks of Rose Trees. Wholesale list on demand. Our wholesale catalogue which is exceedingly interesting, principally for Ornamentals, is ready and has been posted to our customers. If you have not received it please apply for it.

HOLLAND

FELIX & DYKHUIS, BOSKOOP—High grade Boskoop Nursery stock of any description. Illustrated catalogue free.

KEESEEN'S TERRA NOVA NURSERIES, AALSMEER—Specialty BUXUS in all shapes and General hardy Nursery Stocks. Address **AUGUST ROLKER & SONS, N. Y. City, 51 Barclay St.**

BERRY PLANTS, of all kinds, better than many, just as good as any and at one half usual wholesale prices. We grow the plants we sell and guarantee them to be true to name and to give satisfaction. Send for price list.

SELIGMAN PLANT COMPANY

SELIGMAN, MO.

NOTICE

To all American Nurserymen and Seedmen desiring to keep in touch with commercial horticulture in England and the continent of Europe—Your best means of doing this is to take in the

HORTICULTURAL ADVERTISER

Our circulation covers the whole trade in Great Britain and the cream of the European firms. Impartial reports of all novelties, etc. Paper free on receipt of 75 cents, covering cost of postage yearly. As the H. A. is a purely trade medium, applicants should, with the subscription, send a copy of their catalogue or other evidence that they belong to the nursery or seed trade.

Established 1883

A & C. PEARSON, Lowdham, Nottingham, Eng.

Have you your copy
American Fruits
Directory of Nurserymen?
1915 Edition

FRUIT TREE STOCKS

Our wholesale trade list, quoting prices for all sizes and sorts of fruit tree stocks, as well as

ORNAMENTAL STOCKS

is mailed free on application. In case you have not received it, ask for the same.

WE HAVE NO AGENTS

TRANSON BROTHERS & D. DAUVESSE'S NURSERIES

BARBIER & COMPANY, Successors

16 Route d'Olivet

Orleans, France

American Fruits Directory of Organizations

HORTICULTURAL ORGANIZATIONS

American Peony Society—A. P. Saunders, Clinton, N. Y.
American Association for Advancement of Science—L. O. Howard, Smithsonian Institute, Washington, D. C.
American Association of Park Superintendents—J. J. Levison, Brooklyn, N. Y.
American Genetic Association—G. M. Rommell, Washington, D. C.
American Pomological Society—Prof. E. R. Lake, 2033 Park Road, Washington, D. C.
American Society of Landscape Architects—Alling S. DeForest, Rochester, N. Y.
American Rose Society—Benjamin Hammond, Beacon, N. Y.
British Seed Trades Association—Charles E. Pearson, Lowdham Notts, England.
California Walnut Growers' Association—C. Thorpe, Los Angeles, Cal.
California Almond Growers' Exchange—T. C. Tucker, San Francisco, Cal.
Eastern Fruit Growers' Association—T. B. Symons, College Park, Md.
Georgia-Florida Pecan Association—W. W. Bassett, Monticello, Fla.
International Apple Shippers' Association—R. G. Phillips, Rochester, N. Y.
Mississippi Valley Apple Growers' Society—James Handly, Quincy, Ill.
Missouri Valley Horticultural Society—A. V. Wilson, Kansas City, Mo.
National Pecan Growers' Exchange—W. P. Bullard, Albany, Ga.
National Nut Growers' Association—W. P. Bullard, Albany, Ga.
Northern Nut Growers' Association—Dr. W. C. Deming, Georgetown, Conn.
Ontario Fruit Growers' Association—P. W. Hodgetts, Toronto, Canada.
Ornamental Growers' Association—C. J. Malloy, Rochester, N. Y.
Royal Horticultural Society—Rev. W. Wilks, Vincent Sq., London, S. W., England.
Railway Gardening Association—W. F. Hutchison, Sewickley, Pa.
Society for Horticultural Science—C. P. Close, Washington, D. C.
Society of American Florists and Ornamental Horticulturists—John Young, New York.
Union Horticole Professionnelle Internationale—C. Van Lennep, The Hague, Holland.
Western Walnut Association—H. V. Meade, Orenco, Ore.
Connecticut Nurserymen's Association—President W. E. Campbell, New Haven; Secretary, F. L. Thomas, Manchester.

AMERICAN ASSOCIATION OF NURSERYMEN.

Next Convention: Milwaukee, June 28-30, 1916.
Officers—President, E. S. Welch, Shenandoah, Ia.; Vice-President, John Watson, Newark, N. Y.; Secretary, John Hall, Rochester, N. Y.; Treasurer, Peter Youngers, Geneva, Neb.

Executive Committee—J. R. Mayhew, Waxahachie, Tex.; Henry B. Chase, Ala.; J. B. Pilkington, Portland, Ore.; Lloyd C. Stark, Louisiana, Mo.; J. H. Dayton, Painesville, O.; Theodore J. Smith, Geneva, N. Y.; E. S. Welch, Shenandoah, Ia.; and John Watson, Newark, N. Y.

COMMITTEES

Arbitration—W. C. Reed, Vincennes, Ind., Chairman.

Arrangements and Entertainment—T. J. Ferguson, Wauwatosa, Wis.

Program—Lloyd C. Stark, Louisiana, Mo.

Exhibits—Albert F. Meehan, Dresher, Pa.

Editing Report—John Hall, Rochester, N. Y.

Finance—John H. Dayton, John Watson, Theodore J. Smith.

Publicity—J. R. Mayhew, Lloyd C. Stark.

Membership—Will B. Munson, chairman, Denison, Texas, M. McDonald, Orenco, Ore., Pacific Coast States, Geo. A. Marshall, Arlington, Neb., Middle Western States, Harry D. Simpson, Vincennes, Ind., Central States, Paul C. Lindley, Pomona, N. C., Southeastern States, Albert F. Meehan, Dresher, Pa., Eastern States, Chas. H. Breck, 55 Franklin St., Boston, Mass., New England States.

Legislation East of Mississippi River—Wm. Pitkin, Rochester, N. Y.

Legislation West of Mississippi River—Peter Youngers, Geneva, Nebraska.

Tariff—Irving Rouse, Rochester, N. Y.

Root Gall—E. A. Smith, Lake City, Minn.

Transportation—Charles Sizemore, Louisiana, Missouri.

STATE AND DISTRICT ASSOCIATIONS

American Nurserymen's Protective Association—President, Irving Rouse, Rochester, N. Y.; Secretary, Thomas B. Meehan, Dresher, Pa. Meets annually in June.

American Retail Nurserymen's Protective Association—President, H. W. Marshall, Arlington, Neb.; Secretary, Guy A. Bryant, Princeton, Ill. Meets annually in June.

Association of Oklahoma Nurserymen—President, P. A. Vought, Holdenville, Okla.; Secretary, Jim Parker, Tecumseh, Okla.

British Columbia Nurserymen's Association—President, W. C. Ricardo, Vernon; Secretary, Will A. Elletson, Vancouver.

California Nurserymen's Association—President, John S. Armstrong, Ontario; Secretary, H. W. Kruckeberg, Los Angeles.

Canadian Association Nurserymen—President, E. D. Smith, Winona, Ont.; Sec'y., C. C. P. Morden, Niagara Falls, Ont.

Idaho Nurserymen's Association—President, Anton Diederichsen, Payette, Idaho; Secretary-Treasurer, J. F. Littooy, Boise, Idaho.

Massachusetts Nurserymen's Association—President, W. H. Wyman, N. Abington; Secretary, A. E. Robinson, Bedford.

Mississippi Nurserymen's Association—President, Theo. Bechtel, Ocean Springs; Secretary, R. W. Harned, Agricultural College.

Montana Nurserymen's Association—E. A. Calmettes, Helena, Mont.

New England Nurserymen's Association—President, G. C. Thurlow, W. Newbury, Mass. Secretary, D. A. Clarke, Fiskeville, R. I.

New York State Nurserymen's Association—President, Edward S. Osborne, Rochester, N. Y.; Sec'y., H. B. Phillips, Rochester, N. Y.

Northern Nurserymen's Association—Secretary, E. A. Smith, Lake City, Minn.

Ohio Nurserymen's Association—President, W. N. Scarff, New Carlisle; Secretary, W. B. Cole, Painesville, O.

Oregon-Washington Association of Nurserymen—President, C. F. Brethaupt, Richland, Wash.; Secretary-Treasurer, C. A. Tonneson, Tacoma.

Pacific Coast Association of Nurserymen—President, S. A. Milles, Milton, Ore.; Secretary-Treasurer, C. A. Tonneson, Tacoma, Wash. Meets annually in June.

Pennsylvania Nurserymen's Association—Pa., Secretary, Henry T. Moon, Morrisville, Pa.

Southern Nurserymen's Association—President, A. I. Smith, Knoxville, Tenn.; Secretary, O. Joe Howard, Pomona, N. C.

Tennessee Nurserymen's Association—Secretary, G. M. Bentley, Knoxville, Tenn.

Texas Nurserymen's Association—President, Will B. Munson, Denison; Secretary-Treasurer, John S. Kerr, Sherman.

Virginia Nurserymen's Association—President, N. L. Shreckhise, Augusta; Secretary, C. D. Werger, Rockingham.

Western Association of Nurserymen—President, Lloyd C. Stark, Louisiana, Mo.; Secretary-treasurer, George W. Holsinger, Rosedale, Kan. Meets in January at Kansas City.

Let Us Fill Your Late Orders

We make a specialty of filling orders late in the season, when in most sections, plants are too far advanced. Our season is latest in the United States. Plants from us do well even though your season be far advanced. Nurserymen always receive late straggling orders. Better fill them and make only a small profit than return the money. We successfully filled over (8,000) eight thousand orders for one nursery firm in New York State last year (1915).

WE HAVE A SURPLUS OF STRAWBERRY PLANTS

Superb, Americus, Progressive, Productive, Fall or Ever-bearing, also Early Ozark, Early Jersey Giant, Senator Dunlap, Oswego, Corsican, Uncle Jim, Oom Paul, Helen Davis, King Edward, Gibson, Chas. 1st, Kevitt's Wonder, Sample, Fremont Williams, Fendall, Aroma, Champion K and Steven's Late Champion, Heritage, August Luther, Haverland, New Discovery, Omega, Marshall, Success, Glen Mary and 50 other kinds.



GOING AFTER THE LAST STRAWBERRIES

The three youngsters of L. J. Farmer, the "Strawberry Man," Pulaski, N. Y. Photo taken November 11th. Nearly a foot of snow on ground

RASPBERRIES

Royal Purple, Plum Farmer, Cuthbert, Perfection, St. Regis, Herbert, Columbian, King, Marlboro, etc.

BLACKBERRIES

Snyder, Mersereau, Watt, Eldorado, etc.

Currants, Gooseberries, Grapes, Seed Potatoes, Berry Baskets and Crates.

Everything for the Fruit Grower

Catalogue and Bargain

Price List Free

GET OUR PRICES TO NURSERYMEN AND SEND US YOUR TAGS TO FILL

WE NEVER CIRCULARIZE NAMES SENT TO US

L. J. FARMER, "THE STRAWBERRY MAN"

Pulaski, Oswego County, N. Y.

AMERICAN FRUITS MAGAZINE---May, 1916

EDITORIAL DEPARTMENT—Communications on any subject connected with Commercial Horticulture, Nurseries or Arboriculture are cordially invited by the Editor; also articles on these subjects and papers prepared for conventions of Nursery or Horticultural associations. We also shall be pleased to reproduce photographs relating to these topics, Orchard Scenes, Cold Storage Houses, Office Buildings, Fields of Stock, Specimen Trees and Plants, Portraits of Individuals, etc. All photographs will be returned promptly.

ADVERTISING—First advertising forms close on the 20th of each month; last advertising forms on the 22d. If proofs are wanted, copy should be on hand on the 15th. Advertising rate is \$1.40 per column-width inch.

"AMERICAN FRUITS" is distinctive in that it reaches an exceptional list and covers the field of the business man engaged in Commercial Horticulture—the carlot operator. Here is concentrated class circulation of high character—the Trade Journal of Commercial Horticulture, quality rather than quantity.

"AMERICAN FRUITS" will not accept advertisements that do not represent reliable concerns.

SUBSCRIPTIONS—"AMERICAN FRUITS" will be sent to any address in the United States for \$1.50 a year; to Canada or abroad for \$2.00 a year. Add ten cents unless bank draft, postal or express money order is used.

WHAT THIS MAGAZINE STANDS FOR—Clean chronicling of commercial news of the Orchard, Field and Nursery. An honest, fearless policy in harmony with the growing ethics of modern business methods.

Co-operation rather than competition and the encouragement of all that makes for the welfare of the trade and of each of its units.

Wholesome, clean-cut, ring true independence. **INDEPENDENT AND FEARLESS**—"AMERICAN FRUITS" is not the official journal of any organization. It therefore makes no distinction in favor of any. It is untrammelled in its absolutely independent position and is the only publication of the kind.

This Magazine has no connection whatever with a particular enterprise. Absolutely unbiased and independent in all its dealings.

Though it happens that its place of publication is in the eastern section of the country, it is thoroughly National in its character and International in its circulation.

Its news and advertising columns bristle with announcements from every news corner of the Continent.

It represents, as its name implies, the Fruits of American industry in one of the greatest callings—Commercial Horticulture in all its phases of Nursery Stock, Orchard and Landscape Planting and Distribution.

AMERICAN FRUITS PUBLISHING COMPANY, INC.

Ralph T. Olcott, Editor and Manager.

123-125 Ellwanger & Barry Bldg., Rochester, N. Y.

Classified Business Announcements In This Issue

American Nut Journal.....	Nut Industry	Cover
Atlantic Nursery Co.....	Ornamental Nursery Stock.....	121
Audubon Nurseries	Ornamental Nursery Stock	127
Bailey's Cyclopedia	Reference Work	115
Barbier & Company.....	Ornamental Nursery Stock	109
Bay State Nurseries	Ornamental Nursery Stock.....	127
Bennett, C. A.....	Privet Berberis	127
Berg & Beard Mfg. Co.....	Tree Savin	125
Bernardin, E. P.....	General Nursery Stock.....	121
Berry, P. D.....	Small Fruits Plants	125
Berckmans Co., P. J.....	Ornamental Nursery Stock.....	127
Burr & Company, C. R.....	Berberis Thun. Seedlings.....	121
Commercial Nursery Co.....	General Nursery Stock	109
Chase Company, Benjamin.....	Nursery Labels	117
Cole, W. B.....	Small Fruits.....	121, 123
Conard & Jones Company.....	How To Grow Roses.....	127
Dayton Fruit Tree Label Co.....	Nursery Labels	117
Detriche, Sr., Charles.....	French Nursery Stocks.....	117
DeLaunay, F.	French Nursery Stock.....	117
Dintelmann, L. F.....	Bulbs and Fruit Trees.....	121
Directory of Nurserymen.....	Lists by States.....	109
Donaldson Company	Ornamental Nursery Stock.....	Cover
Farmer, L. J.	Strawberries	110, 125
Farmers Nursery Co.....	General Nursery Stock.....	127
Florida N. & T. Co.....	Pecan Trees	121
Foster-Cooke Co.....	Grapes, Currants, Gooseberries.....	125
Gardner Nursery Company.....	Everbearing Strawberries.....	125
Griffith, R. B.	Grapes, Currants, Gooseberries.....	125
Harrison & Sons, J. G.....	General Nursery Stock	Cover
Hathaway, Wick	Small Fruits Plants	125
Henry, D. H.	General Nursery Stock.....	121
Hill Nursery Co., D.....	Evergreen Specialists	127
Hobbs & Sons, C. M.....	General Nursery Stock	Cover
Hood & Company, W. T.....	General Nursery Stock.....	123
Horticultural Advertiser.....	British Trade Paper	109
Hubbard Company, T. S.....	Grape Vines, Currants, Berries.....	115
Portaville Wholesale Nurs.....	General Nursery Stock	Cover
Rigenfritz, Sons Co., I. E.....	General Nursery Stock.....	123
Jackson & Perkins Co.....	Ornamental Stock	Cover, 117
Josselyn Nursery Company	Grape Vines, Berries, Currants.....	125
Landscape Architecture.....	By Samuel Parsons	127
Levavasseur & Sons.....	French Nursery Stock.....	117
Lindley Nursery Co., J. Van N. C.....	Peach Seed.....	124
Louis Leroy's Nurseries	French Nursery Stock.....	117
Maney & Sayre Inc.....	General Nursery Stock.....	121
Michigan Nursery Co.....	Peach	121
Montgomery, Ward & Co.....	Beekeeper's Supplies	117
Mount Arbor Nurseries.....	General Nursery Stock.....	123
Nat. Florists' Board of Trade.....	Collection Accounts	109
Norman, T. R.	Clematis and Shrubs	127
Nursery For Sale.....	In Colorado	125
Palisades Nurseries	Ornamental Stock	127
Peters, Charles M.....	Grape Vines	125
Portland Wholesale Nur. Co.....	General Nursery Stock	121
Reed, W. C.	Cherry, Pear, Apple, Peach.....	Cover
Retail Nursery For Sale.....	See Monthly Guide	109
Rolker & Sons, August.....	Imports European Stock.....	117
Rochester Litho Co.....	Plate Books, Catalogues.....	117
Seligman Plant Co.....	Small Fruits Plants.....	109
Scarff, W. N.	Small Fruit Plants	125
Simpson & Sons, H. M.....	Cherry Trees	121
Skinner & Company.....	General Nursery Stock	121
Smith Company, W. & T.....	General Nursery Stock	Cover
Spooner & Sons, S.....	English Nursery Stock.....	117
Stark Bros. N. & O. Co.....	General Nursery Stock	Cover
Storrs & Harrison Co.....	General Nursery Stock	Cover
Watson & Company, F. W.....	Apple and Pear Seedlings.....	112
Watson, John	Ornamental Nursery Stock.....	123
Wild Bros. Nursery Co.....	Peonies, Mallow Marvels.....	124
Wolverine Co-Op. N. Co.....	Surplus Stock	121
MONTHLY GUIDE	Classified Advertisements.....	109

Encyclopedia of Practical Horticulture



EDITED BY Granville Lowther and Wm. Worthing and 200 specialists who understand the needs of farmers west as well as east and who have no illusions about what you have to do to make your business pay.

* Every phase of crop production and in particular the entire field of out door horticulture. Large space devoted to apples, pears, plums, cherries, peaches, all small fruits, nuts, melons, tomatoes, beans, all the veg. tables from the standpoint of the small and large producer, flowering plants.

* Important statistics of crop production. 156 pages of maps, charts, tables, spray formulae, spraying calendars, planting tables, gardeners tables, frost and rainfall, best sellers, soil requirements, fertilizers, and many others.

* Four volumes handsomely bound in durable buckram. 2064 pages of condensed information, 4500 subjects carefully indexed and cross referenced. 730 illustrations, and colored plates. Printed on grade paper in very clear type.

Complete set sent prepaid on receipt of \$1.00. Balance to be paid in seven monthly installments of \$3.00 each

American Fruits Publishing Co., 39 State St., Rochester, N. Y.

Japan Pear Stocks

We are booking early orders for Japan Pear Stocks, for delivery next Fall and Winter at very close prices. The Japan Pear Stock is growing in favor every year. It is a vigorous grower—not as subject to blight as the French Pear and does not drop its leaves in wet weather. It will stand drouth. The demand for Japan stocks has doubled in the last two years.

The Submarine will not get our Japan Pear.

If you place your order with us now you can depend upon receiving your stocks at the proper season and in good condition. If you are not already using our stocks we solicit a trial order.

We grow Apple and Pear Seedlings exclusively. We can furnish you the best in this line.

F. W. Watson & Co.

Topeka, Kansas.

Apple and Pear Seedling Specialists.

American Fruits

Commercial Horticulture, Nurseries and Arboriculture

Entered August 4, 1904, at Rochester, N. Y., Post Office as second-class mail matter

Vol. XXIII

ROCHESTER, N. Y., MAY, 1916

No. 5

Co-operation - Consistency

"So long as there are not half a dozen leading nurserymen in the country that co-operate among themselves, it seems to me that one would have a pretty hard job on his hand to co-operate with very many of them."

Thus spoke one of the leading nurserymen of the country last month. Continuing, he remarked: "Just why it is that it seems to be an impossibility for nurserymen ever to get together or to stick together, we do not know. Suppose, for one thing, it is because there are so many different angles both to the growing and selling end of the business, and there is no one thing that seems to appeal to very many."

From other sources and quite recently were published arguments about sustaining the market, a one-price business. Yet those very nurserymen are slashing prices. Here is what one of them says in a letter to the trade:

"For the next fifteen days we will quote some extremely low prices for some of the handsomest trees we ever saw.

"The trees you want to plant can be bought at a price that will surprise you. You can't afford to buy until you have seen the price we can quote you for genuine trees. Just make out a list of your wants on the enclosed 'close-to-cost' order blank and mail it to us for lowest quotations.

"If you would rather not pay cash, we will allow you all the time you want."

Of course all this is demoralizing. It is what general lines of trade all over the country were doing years ago until organized one-price methods stabilized the business in the various trades and were the direct cause of the marked prosperity which ante-dated the Sherman law. The latter law was the result of too great a "systemizing" of big business. There are extremes in nearly all things; their exploitation does not disprove the value of moderation. Certainly the nursery business would never in its present state call down upon it the activity of the attorney-general in an allegation that there was collusion in restraint of trade!

Between the extremes of the very much out-of-date methods in the nursery trade and the danger of becoming liable to the operation of the Sherman law provisions, is there not ground for the nursery trade to stand—to its great and sorely-needed advantage?

If there is not time at the Milwaukee convention to encompass the business and entertainment program as prepared, would it not be wise to curtail the entertainment fea-

tures in order to allow time to discuss and definitely act upon the subject we have here suggested?

Is anything likely to be brought up at the forthcoming convention that will prove of greater importance than this?

High class stock can be marketed at all times at satisfactory prices. Marshall Field and many others have done an enormous one-price business successfully.

When the public has been educated to demand the best and to pay the price, what ground will be left for the present trouble-makers—the price-slashers to stand on?

So it all comes back largely to the matter of effective publicity. **American Fruits** has always been strong on publicity—far-reaching general publicity (we do not mean now publicity in nursery trade journals); but we seem to have shot far above the head of the procession.

Of course there are some, like William P. Stark Nurseries, who long ago saw and practiced liberally the advantages of general publicity. And there are evidences, here and there, of an awakening. Here, for instance, is a quotation from a letter from an establishment which came very near having a monopoly, buyers usually having to beg for its product:

"At these prices there is absolutely no profit in growing these grades. The high cost of labor, teams and other things in connection with the growing is more than it used to be and it is remarkable that the nursery business this spring is in the condition it is in. It seems to us that one of the important things to consider at the forthcoming Convention is the problem of getting better prices for the stock grown, and educating people by advertising, etc. into buying more fruit plants and other shrubs as well."

"Getting better prices for the stock grown," and "educating people by advertising." That's the idea! Let others in the trade read **American Fruits** and become imbued.

Gentlemen, you arose to the occasion nobly in Detroit. Take another step in Milwaukee. This is real progress!

During the seven months ended January 1916, nursery stock importations into the United States amounted to \$2,648,564 as compared with \$3,029,454 in the corresponding period the previous year and \$2,804,185 for the seven months ended January 1914.

Two consignments of fig trees shipped from Louisiana to Port Arthur, Texas, were burned last month by State Inspector Touchy, on the ground that the roots were effected with a parasitic disease.

Just say you saw it in **AMERICAN FRUITS**.

The Matter of Cut Prices

The keeping of wholesale prices within the trade is one thing. It can be controlled in large measure by co-operation—by an appeal to reason.

The attempt to control those prices within the trade by argument is quite another thing. It is not likely to be controlled through co-operation, because under certain conditions men will cut prices in spite of all argument and against all appeals to reason.

In the first case—keeping whole sale prices within the trade—there is simply a restriction of the field of operation.

In the second case—attempting to prevent the slashing of prices within the trade—there is prohibition of selling in the restricted field. Men cannot well be controlled when fighting in the last ditch.

Something radically different from attempting to prevent the appearance of prices—whether abnormally high or abnormally low—within the trade is necessary. Conditions must be created whereby prices will adjust themselves largely.

When will the nursery trade learn that supply and demand on the part of the public is what governs business—not the dictum of this one or that one? To say, for instance, that it is not wise to publish, **within the trade**, wholesale prices of nursery stock is to admit that control of trade conditions is in so weak a state, due to lack of systematic effort in the selling field, that a marked cut in prices will demoralize the market.

Gentlemen, is it not a fact that conditions must be established and maintained, whereby prices, **within the trade**, may be freely quoted and will be such that there will be no reason to complain of them?

Has not the American Association, by establishing a business basis for membership, taken a long step in the direction of creating such conditions? It may be that nursery stock bearing the brand of the American Association may sell readily at a standard price to the public in preference to other kinds. Cut prices outside of the Association would have no terrors then. And cut prices within the Association could easily be penalized.

But this may not be the way. At all events, the bogey of trade prices, **within the trade**, ought not to prevail.

The Indiana Horticultural Society issues a four-page circular letter to its members, containing seasonable practical information and proving the direct value of the society to the members. The Ohio society issues a printed bulletin replete with timely information of special value to its members. These are excellent aids to a better and therefore more remunerative horticulture.

A Good British Example To Follow

Under the big type caption: "Holland's Unfortunate Condition Caused by the European War," a New York city auction concern advertises, as "the largest horticultural auction rooms in the world," mammoth consignments of rose bushes, rhododendrons, evergreens, box woods, bulbs and plants of every description.

Commenting on this subject, John Watson, Newark, N. Y., says:

Editor American Fruits:

With "Holland's Unfortunate condition, caused by the European War" we all feel a deep sympathy, for we have many friends over there who have been visiting us regularly for a great many years; and just as regularly carrying home liberal orders and good American gold. But—can't we best show our sympathetic interest in the trade in Holland and here, by discouraging these auction sales? In the early part of the year, we all buy Holland goods at market prices, only to find we must compete later in the season with the same goods at the same and often lower prices offered to retail buyers through the auction rooms. In the autumn of 1914 the failure of two seed and bulb houses who had spent many thousands of dollars in Holland, could be traced to the auction sales where the same varieties were sold at a fraction of what the trade had bought at earlier in the season. It seems to me that this policy is very short-sighted; it suggests the bird that laid the golden eggs; and the bird, by the way, was not the thoughtful hen, but a very stupid goose. Ten-cent roses and shrubs do not help the retail trade of the fellows who carry plate-books nor of the nurserymen who print catalogues; and while nurserymen are considering plans for widening their outlet, it would be well to give thought to the avenues which the auction rooms close to legitimate nurserymen. In the West it is probably not a problem yet; in the East, it is. Our English cousins do not buy from nurserymen who ship goods for auction; we might profitably follow their example.

JOHN WATSON.

Newark, N. Y., April 25, 1916.

J. W. Stroud, secretary of the Ozark Elberta peach crop of Northwest Arkansas and southwest Missouri is seriously damaged. It is reported, though, that the Koshkonong, Mo., district and southern Arkansas will have a good crop.

The Kankakee Nursery Co., Kankakee, Ill., shipped five carloads of shade trees to Chicago on March 31.

Greatest Middle West Orchard

Within a few weeks extensive planting operations will be started on the greatest farm in western Michigan, a tract of 4,112 acres, lying in both Muskegon and Newaygo counties, and owned by a company made up of four millionaires, one of Chicago and the other three of New York city. A. J. Jennings of Chicago, for years general manager of the largest department store in that city, is the president of this company. Isaac Cohen of New York is treasurer, and Theodore H. Lampreche and W. I. Douglas, also both of New York, are the other stockholders.

Each one of the details of the work on the Jennings farm, for so it is generally known, is on the same great proportions as the tract itself. At the present time the farm is devoted to general operations and stock raising in the main, but the plan to make the entire tract the greatest orchard in the middle west is already well under way.

The Jennings farm was originally known as the Squires tract, first being the property of David W. Squires, a noted pioneer lumberman of the Muskegon river valley. He acquired this piece of ground as the result of building a bridge across the Muskegon river, the price of the structure being \$40,000. He took his pay, \$20,000 in money and the same amount in land script. The land script he tried to sell for 75 cents to \$1 an acre, but having 50 cents as the best amount offered him, selected land on both sides of the Muskegon river and held it. This land was then covered with a heavy growth of fine lumber and this pine he sold at an enormous profit. A few years later for a small part of this timber land he obtained \$60,000, and might have had more if he had waited a year or two longer. The farm representing about one-fifth of the holdings, is valued at about \$500,000.

David W. Squires, being of farmer stock, always thought the clay land of the tract he chose for his land script would some day be valuable for farming, and the time has vindicated the judgment of the pioneer lumberman in developing the immense tract which his son, Frank W. Squires, sold to the present owners.

United States Consul-General Winslow, Auckland, New Zealand, reports: The fruit growing industry is becoming an important factor in the development of the Dominion, covering in all about 40,000 acres, and including principally apples, peaches, plums, pears and grapes. The fruit in general ranks very high, and this is especially true of apples, which are exported to quite an extent to the United Kingdom, Argentina and Uruguay, amounting in all during 1913 to 1,505,443 pounds. An effort is being made to greatly increase the export trade. A local publication called attention to the fact that New Zealand was well suited to supply the United States with fruit in the off season.

Northeastern Michigan Fruit Growers Association has been formed at Cheboygan.

To Advance Georgia Freight Rates

Editor American Fruits:

The railroads of the State of Georgia are making application to the Georgia Railroad commission for an increase in rates on many commodities. This application will be heard at the state capitol June 26. A big increase is asked for on shipments within the state, or on intra-state shipments. The rate on fruit trees, boxed, in less than car lots will go up nearly 100 per cent, and for fruit trees in car lots over 200 per cent, if the request of the railroads is granted.

The Georgia nurserymen will need all the help they can get to fight this proposed increase.

SMITH BROS. NURSERY CO.
Concord, Ga.

Compliance with Government Request

Editor American Fruits:

Thank you very much for the publicity which you have given to my circular letter of March 22 on the subject of the white pine blister rust. While we have not yet had time to check up the responses received from the nurserymen, the number of cards returned so far indicate quite general compliance with our request to agree not to ship white pine, currant and gooseberry stock west of the line indicated. This is particularly true of the states definitely known to be infested with the white pine blister rust.

C. L. Marlatt,
Chairman of Board.
Federal Horticultural Board,
Washington, D. C.

Fourfold Increase In Five Years

Cumberland county, Pennsylvania, fruit growers are pressing forward to their ultimate aim, the making of this area known throughout the country as the greatest fruit belt.

Interest in fruit growing in this section has increased remarkably in the past decade, and the number of men interested and the acreage under cultivation increased largely during the present year with the setting of a mark by a country grower, according to experts, equal to any in the United States.

The land this year under cultivation is about 2,000 acres in the main belt and as much in smaller scattered orchards. This is a fourfold increase in five years. The majority of the orchard lands are in the southwestern section of the country in the same line as the famous Smithsburg belt. The orchards are located mainly on mountain land, and while the section in the lowlands suffered from frost the best part of the crop is little damaged.



June Budded Peach in Nurseries of Joe Shadow Nursery Company, Winchester, Tenn.

Events in Nursery and Orchard Rows

Special Reports to "American Fruits"

To Plant 10,000 Cherry Seedlings—Close to 10,000 seedling black cherry trees are to be planted this year, under the auspices of the Pennsylvania State Forestry Department, as part of the general plan to provide food for insect killing birds in the wooded portions of the state. The use of the cherry trees has been decided upon instead of grape vines, which were set out on experimental tracts in state reserves last year, and it is calculated that the trees will furnish both timber and food.

Many of the trees will be planted along roadsides to encourage bird life in farming districts, some will be planted on state reserves and others will be given to individual, who have been working with the foresters and who will permit observations to be made. The trees were raised in the State's nurseries, 7,000 in Asaph tract alone. To place them, the state nursery superintendents will plant over three and three-quarter millions of cherry seeds.

In addition to planting the cherry seedlings and experimenting with grape vines, the state forestry men are making tests with various species of trees, which will bear edible fruit and carry it far into the Winter for birds. A new species of mulberry is being experimented with.

Half a Century Old—The semi-centennial celebration of the founding of the Kansas Horticultural society will be celebrated in Topeka next December. The celebration will begin on Wednesday, December 6, and last the remainder of the week. Plans are now being made to secure L. H. Bailey and other men of national prominence for the occasion. The time will also be a semi-centennial for B. F. Smith of Lawrence, president of the state society. It is just fifty years since Mr. Smith entered the fruit raising business and he has been at it ever since. He was in Topeka for the county meeting. "But I shouldn't have come," he explained, "for I didn't have the time to spare. They were setting out strawberries

on the place." Mr. Smith has the honor of carrying the first crate of Illinois-grown strawberries into Chicago. That was in 1860, or fifty-six years ago. At the time Mr. Smith was a baggageman on the Illinois Central. The first experiment with strawberries on the ridge-back between Kentucky and Mississippi was made in 1859. The first crop came in the spring of 1860. It fell to the lot of Mr. Smith to care for the first crate shipped into the city. Even the shipment itself was an experiment. Five years later Mr. Smith was growing fruit himself and thirty-five years ago he joined with the Kansas horticulturists.

Two Million Forest Seedlings—Effective April 1, the three forest nurseries in the Inter-mountain Forest District were placed under the direct supervision of the Ogden office. Hitherto these nurseries, the Beaver Creek and Cottonwood on the Wasatch forest, and the Pocatello on the Cache-Pocatella forest, have been under the jurisdiction of the supervisors of the above named forest, and the change now announced is made simply to relieve these supervisors of a burden which is not directly a part of the administration of their forests, and at the same time secure a more closely co-ordinated administration of the three large nurseries by placing them under the direct charge of one office.

Forest Ranger Arthur P. Say is in charge of the Pocatello nursery, Pocatello, Idaho; Forest Examiner Asa L. Brower at the Beaver Creek, Kamas, Utah, and Planting Assistant N. J. Fetheolf at the Cottonwood, Brighton, Utah.

The Beaver Creek nursery raises 750,000 seedlings annually, the Cottonwood 750,000, and the Pocatello 40,000, making a total of 1,900,000 produced in the district.

This supply of young forest nursery stock is used in this and other forest districts in planting denuded and burned over areas. During the coming season approximately

400,000 young trees will be set out on the Wasatch, Palisade and Cache-Pocatello forests in this district.

Wyomissing Nurseries Co.—Application was made on April 25 for a charter by Bertrand H. Farr, William P. Bowman, Ferdinand Thun, William A. Goodman and L. L. Trowbridge, through Attorneys Snyder and Zieher for a corporation to be known as the Bertrand H. Farr company. It is to be capitalized at \$150,000. The object is to carry on landscape gardening, growing, buying and selling trees, shrubs, plants, flowers and seeds, and doing a general nursery business. It is ultimately intended to have the nursery tract comprise over 200 acres located in Wyomissing and in the Eighteenth ward, adjoining. Mr. Farr is a former president of the National Peony Society and at the recent Panama-Pacific Exposition won the gold medal for the finest award of Irises.

California Associated Raisin Co.—More than 90 per cent of the raisin crop of the United States is controlled by the California Associated Raisin company, according to the announcement made by Wylie M. Giffen, president of the company. As a result of the campaign starting January 1, when the directors of the company announced that options would not be exercised unless 15,000 additional acres were signed up, the company has signed up 45,533, or more than three times the amount it started out to obtain. This brings 154,833 acres, or 90 per cent of the raisin crop, within control of the associated company. There are less than 18,000 acres of planted vineyards in California outside of the association. The total acreage signed up by the association is divided with varieties as follows: Muscats, 97,667; Thompsons, 35,725; Sultanas, 7835; Malagas, 12,259; Feherzagoes, 1,281; black grapes, 66. The association now has more than 7,500 members, being an increase of about 1,500 during the past year, including those coming in for the last season.

BAILEY'S NEW STANDARD Cyclopedia of Horticulture

American Fruits Publishing Company, by special arrangement with the publishers, offers this work on easy terms. Six large quarto volumes. More than 3,600 pages. 24 full page exquisite color plates. 96 beautiful full page sepia halftones. More than 4,000 text engravings. 500 Collaborators. Approximately 4,000 genera, 15,000 species and 40,000 plant names. Vols. I, II, III now ready.

The new Standard Cyclopedia of Horticulture has been freshly written in the light of the most recent research and experience. It is not merely an ordinary revision or corrected edition of the Cyclopedia, but it is a new work from start to finish with enlarged boundaries geographically and practically; it supercedes and displaces all previous editions or reprints of every kind whatsoever. It is both an Encyclopedia and a Manual, for with the aid of its Synopsis and Key, amateur and professional alike may quickly identify any plant, shrub or fruit contained within the set, and then receive expert instructions for its cultivation.

Send for 16 page Prospectus

Containing complete description. Everything newly written, up to date and beautifully illustrated in colors and sepia.

American Fruits Publishing, Co. Inc.

Ellwanger & Barry Bldg. Rochester, N. Y.

T. S. HUBBARD CO. FREDONIA, N. Y.

The longest established and best known growers of

Grape Vines

And the LARGEST STOCK in the United States, including all the old and new varieties. The following in large supply:

Concord	Brighton	Green Mountain
Niagara	Eaton	Agawam
Worden	Diamond	Salem
Delaware	Pocklington	Little
Moore's Early	Woodruff Red	Campbell's Early

Also a large and fine stock of

Currants:

Fay	White Grape	Black Champion
Cherry	Red Dutch	Black Naples
Versailles	White Dutch	Lee's Prolific
Victoria	North Star	Moore's Ruby

Also a fine stock of the President Wilder currant

GOOSEBERRIES

A fine stock of leading varieties. One and two years

BLACKBERRIES

An unusually large stock of root cutting plants of our own growing

Send for our Price List and new illustrated Descriptive Catalogue

What Publicity Will Do In Strenuous Case

Upon every side is shown the strenuous effort to stimulate use of merchandise. Publicity is the principal lever in this activity. Individual concerns have long advertised, of course; but of late great publicity movements have been established on general lines by large numbers of concerns in a special class. May it not be that latter day conditions indicate the necessity for something of this kind by the nursery trade?

When big problems of disposal of stock arise, business men turn to publicity to effect results. Printer's Ink recently said:

On February 1, 1916, the Willamette Valley Prune association of Oregon, found that they had 175,000 pounds of evaporated loganberries out in New York and Chicago, on consignment. Jobbers and brokers in the East reported absolutely no demand. While the selling price to the retailer was twenty-two cents a pound, jobbers doubted if they could move the berries, even if the price were cut to five cents a pound.

Something had to be done. The association thereupon consulted an advertising agent. It was plain that if the berries were to be moved the public must be interested in the loganberry. This berry makes an excellent pie. Therefore it was decided that the way to interest the public most was to stimulate an appetite for loganberry pie, and thus start the consignment a-moving.

For this advertising an appropriation of less than \$1,000 was available. Nevertheless this was so distributed that when the advertising started, March 13, it embraced a list of twenty-two Eastern newspapers in a number of cities, among them Chicago, New York, Philadelphia, Minneapolis, Detroit, Atlanta and St. Louis. The copy was small, two inches and less in depth, with bold-face hand-lettering and a black square border.

The advertising in Chicago started a week earlier, and, simultaneously with its appearance, the Chicago jobber wired the association that 2,000 restaurants in the city had started using the pie.

In New York the jobbers say that the movement of the loganberry is going very satisfactorily and promises to develop a steady demand.

Wanted: A State Flower

Nurserymen will do well to keep an ear near the ground to act quickly when Missouri decides upon a State flower. The demand for the flower will doubtless be large and quick. The Missouri Horticultural Society has started the movement saying:

"The flower need not be a flower, for though Kansas has her sunflower, and California her poppy, Maine sturdily clings to her pine cone and tassel, and Oregon delights in her native grape.

"We all agree on these fundamental requirements, that 'the flower' should be beautiful in color, in form, a native of our state, abundant and widely distributed over the state.

"Those suggested are: Wild crab apple, wild rose, aster, golden rod, dogwood, clover, red bud, wild phlox, May apple, larkspur, Michaelmas daisy, paw-paw, sumac and sycamore tree.

"When the wishes of the people have been reported and counted and weighed, a petition will be presented to the next legislature for official adoption."

Norway Spruce in Demand

The forestry department of the Michigan Agricultural college is receiving many orders for trees for spring planting. Norway Spruce is in big demand. There are also many orders for trees for wind breaks from land owners along the west coast of Lake Michigan, but the college is having difficulty in filling these orders due to a shortage in stock in the college nurseries. Nearly 200 schools have applied for trees for Ann Arbor day planting, and the full quota of 20,000 Sugar maple trees for Arbor day planting and agriculture is about gone. These trees are being furnished to the schools free of charge.

— say you saw it in AMERICAN FRUITS.

Personal

W. H. Wyman, Bay State Nurseries, N. Abington, Mass., has purchased thirty acres at Rockland, Mass., for nursery purposes.

Roeding & Wood, Los Angeles, Cal., have disposed of their ornamental nurseries at Laguna; they will concentrate their work at La Habra.

H. C. Livingston has purchased the Wood Nurseries, Riverside Cal.

S. G. Kinney, a member of the Brand Nursery Co., Faribault, Minn., has purchased the Faribault Flower Store.

State Senator Orlando Harrison, Berlin, Md., has been active throughout the fiscal year in the Maryland legislature in the matter of roads and highways and agriculture.

At the nursery of Hoopes, Brother & Thomas, West Chester, Pa., the Climbing American Beauty rose was first propagated. It scored at the Hartford, Conn., test garden 87 points, June 25 and won silver medals.

Warren Downs, Zillah, Wash., won the gold medal for peaches by his Fay Elberta, which he has named Downs' Gold Medal.

A party of Chicago & Alton railroad officials spent a day at the nurseries of Stark Brothers, Louisiana, Mo., as the guests of the owners.

J. G. Harrison & Sons, Berlin, Md., offered to donate to each teacher and pupil in all schools of Maryland a fruit tree to be planted on Arbor Day, April 7. Many took advantage of the offer and ordered the trees.

In an address before the Noonday Luncheon club at Joplin, Mo., last month, William P. Stark, Neosho, Mo., said: "The agricultural, horticultural and dairying possibilities of the territory tributary to Joplin is almost beyond belief. Those who have lived in the district for years do not realize the great promise of that part of the Ozark hill country which lies at our door and of which Joplin is the natural market."

Senator Orlando Harrison, Berlin, Md., has introduced in the Maryland legislature a bill establishing a standard for the grading, packing, marking, shipping and marketing of apples, packed in barrels or other closed packages. The measure will place the business of packing and marketing apples under the control of the state. The enforcement of the act, if the bill passes, is vested in the State Board of Agriculture, and its officers, employees, agents and servants are authorized to enter upon the premises of any person for the purpose of inspecting packages and securing evidence of violations of the law.

Obituary

In 1897 H. L. Hatch, one of the most prominent horticulturists in Wisconsin, wrote: Seedling apples—a warning to go slowly. "There is no best variety." "That to which you give the culture, that to which you give good management, that to which you give the chance to supply itself with good, sound elements of growth to make healthy foliage, is what you should chase after, not new varieties."

Arthur Hammond

Arthur Hammond, 91, the oldest resident of Geneva, N. Y., died on April 4 at his home in Genesee street. Mr. Hammond was born in Heanton, England, and came to this country in 1858, locating at Stafford. From there he went to Iowa, and in 1858 returned to Geneva and entered the nursery business with Dr. Andrew Merrill and E. A. Bronson. For years he was a prominent nurseryman in this section. He was associated with the late Postmaster, S. D. Willard, and under the firm name of Hammond & Willard conducted one of the largest nursery businesses in Geneva. He was a member and elder of the First Presbyterian church for forty years. He is survived by a widow and three sons.

Arkansas Possibilities—Never were the possibilities of apple growing better demonstrated in northwest Arkansas than on the farms owned by the Keith families, near Hiwasse, few miles east of Sulphur Springs. Going there from Oklahoma twenty-three years ago, the Keith family purchased raw timber land for a few dollars an acre and began clearing and planting it to apple trees. When the tress came into bearing the profits from the fruit were put back into more orchard land, until now they possess 300 acres, 270 of which is set to fruit trees. Of the 203 cars of apples shipped during the great apple year of 1914 from Hiwasse, 163 came from these orchards. Last year when the crop was small only fifty cars were shipped from Sulphur Springs, but of this number the Keiths shipped forty-five. Of their fancy apple crop 4,000 barrels are being kept in cold storage in Fort Smith awaiting better prices. As an example of the return on the apple crop \$7,000 worth of apples were taken from eighty acres of their orchard during 1914 at a total expense of \$1,500.

Railroad Company Planting Trees—In connection with its study of reforestation and the conservation of the timber resources of the country, the Chicago, Burlington & Quincy railroad announces that 50,000 one-year catalpa seedlings now buried in trenches in a large tract of ground at Gladstone, Ill., will be planted along its various lines as soon as weather will permit.

The Burlington now has 200,000 catalpa trees growing along its tracks covering a total approximately 200 acres of ground. The groves being maintained are the result of ten years' study in the interest of conservation and mean a considerable saving of the trees in the natural forests, because each tree planted by the company will eventually be used in the maintenance of right of way. It has been demonstrated that each tree attaining a certain growth will produce one tie and one fence post, the larger portion of the trunk being for the tie and the smaller portion or tapering top, for post purposes.

The reforestation conservation movement was inaugurated by the Burlington company in 1906, at which time 72,000 seedlings were planted on railroad property at Pacific Junction, Ia. Since that time additions have been made until they now number 107,000 in that grove. Thousands of others have been planted in various sections of Illinois, Iowa and Missouri and it is planned to extend the groves into Nebraska a large number of the 50,000 at Gladstone forming a part of the groves in that state.

The Apple Redbugs—Among those insects which cause great injury to apples are two kinds of redbugs. Observations of these bugs and studies of adequate methods of controlling them have been going on in different parts of the state under the direction of the Cornell experiment station for nearly ten years. A bulletin describing the insect in considerable detail and giving directions for its control was published in January, 1911, and recently has been revised and reprinted. The apple redbugs, being sucking insects, can be controlled only by contact sprays. Whale-oil soap and kerosene emulsion have been tried without success. Nicotine preparations, on the other hand, have given excellent results. The first spraying should be done just before the blossoms open, when the nymphs are small and easily killed.

Largest Prune Orchard in the Northwest

—What is considered the largest prune orchard in Oregon and the Northwest is the Idanha, three miles northwest of Nyssa and south of Ontario, which covers 120 acres, 15 being planted solidly to prunes, mostly of the Italian variety. Last year there were 7,000 bearing prune trees in the orchard, while this year there will be 11,500 trees in bearing condition. The total tonnage last year was 1,900,000 pounds of ripe prunes. Joseph Cancelmo of Philadelphia, the sole owner of the orchard, declares that this year the tonnage of prunes will reach 2,500,000 pounds. Last year the total output of the dryer of the Idanha prune orchard was 287 tons, or 574,000 pounds of dried prunes.

LEVAVASSEUR & FILS

Ussy and Orleans

FRANCE

HEADQUARTERS FOR

**Fruit and Ornamental
STOCKS**

Sole American Agents:

AUGUST RÖLKER & SONS

51 Barclay Street, or P. O. Box 752

NEW YORK

LOUIS LEROY'S NURSERIES COMPANY,

ANGERS, FRANCE

L. LEVAVASSEUR and L. COURANT, Proprietors-Directors

Established 1795

Wholesale Growers and Exporters of

Pear, Apple, Mahaleb, Mazzard, Myrobalan and Angers Quince Stocks
Forest Trees (seedlings and transplanted), Evergreens, Ornamental Shrubs

Manetti, Multiflora and Roses

Also a full line of Ornamental Stocks

Extract from General Catalogue (Edition A. F.) gratis and free on demand:

Against 12 cents (Cost of Postage) and 25 cents—Cost of the Volume—(which sum of 25 cents will be refunded at the first Order of the value of least \$10), our General Illustrated descriptive and analytical Catalogue (Edition A. F.), 385 Pages and 135 explanatory Vignettes giving the full descriptive Nomenclature with Prices of all the Plants which we cultivate, will be sent free to any person applying for same

**FRUIT TREES ROSES MANETTI STOCKS
IN HEAVY QUANTITIES**Mr. John Watson, Nurseryman, Newark, New York, is our sole agent
for the United States and Canada**S. SPOONER & SONS**

The Nurseries—Established 1820

HOUNSLOW,

ENGLAND

WOOD LABELS

The kind that gives satisfaction
Can be supplied either plain or
printed, with Iron or Copper wire
attached in any quantity.

Our facilities for handling your
requisite are unexcelled.

Samples and prices are at the
command of a communication
from you.

DAYTON FRUIT TREE LABEL CO.

DAYTON, OHIO.

French Stocks

Fruit Tree Seedlings, Rose Stocks, Young Shades
and Conifers for nursery planting in complete
assortment, best quality and at very reasonable
prices. For price-list and full information about
details and moderate expense of importing, write
my sole Agent for the United States and Canada,
Mr. John Watson, Newark, New York.

F. DELAUNAY,

ANGERS, FRANCE

If it relates to Commercial Horticulture it is in "American Fruits."

CHAS. DETRICHE, SR.

ANGERS, - FRANCE,

Grower and Exporter of

Fruit Tree Stocks, Forest Tree Seedlings, Rose Stocks, Shrubs, Vines and Conifers for Nursery Planting

Information regarding stock, terms, prices
etc. may be had on application to Mr.
Detriche's sole representative for the United
States and Canada:

JACKSON & PERKINS CO.

Newark, New York.

**\$8.45 Great Values
Bee Keeper's
Supplies**

Bees earn big profits. If you don't keep them you ought to. Complete beginner's outfit of bees and equipment needs but a small investment. For years our celebrated line of Bee-keeper's Supplies has maintained a reputation for highest quality. Sold direct to you at our well known money-saving prices, every item offers an unusual value. Don't buy equipment for this year until you learn how much money we can actually save you.

Send today for our Farm Book.

Montgomery Ward & Co. Dept. V469New York, Chicago, Kansas City, Ft. Worth, Portland, Ore.
Write house most convenient to you**STANDARD PUBLICATIONS****American Fruits (Monthly)**International Trade Journal of
Commercial Horticulture

\$1.50 per year; Canada, abroad, \$2.00

Advertising rate: \$1.40 per inch

Nursery Trade Bulletin (Monthly)

Seasonable Want Lists and Offerings for Nurserymen: Growers and Dealers

\$.50 per year; Canada, Abroad, \$.75

Advertising rate: \$1.40 per inch

Year Book—Directory (Biennial)Of the Nurserymen of the United
States and Canada

\$1.00 per copy, postpaid

Advertising rate: \$2.00 per inch

American Nut Journal (Monthly)Only National Publication Devoted
to Nut Culture of All Kinds

\$1.25 per year, Canada, abroad \$1.75

Advertising rate: \$1.00 per inch

These are the Standard Publications of the
kind. Based upon 22 years' experience in
the Horticultural Field. Endorsed by leading
authorities everywhere. Absolutely independent. Address

American Fruits Publishing Co., Inc.

121-123-125 Ellwanger & Barry Bldg.,

ROCHESTER, N. Y.

Just say you saw it in AMERICAN FRUITS.

The Chase Labels

For Nurserymen and Florists are Excelled by None

**PLAIN, PAINTED, WIRED with TINNED or
COPPER WIRE and****PRINTED IN ANY MANNER**

That may be called for

Prices as low as **FIRST-CLASS WORK** and unequalled
PROMPTNESS in DELIVERY will justify.

Please favor us with a trial order if you are not one of our
present patrons.

THE BENJAMIN CHASE CO.,

DERRY, NEW HAMPSHIRE

P. O. Address and Western Union; Tel.—Derry Village

QUALITY AND SERVICE

**FRUIT PLATES, BINDINGS,
NEW DESCRIPTIVE CATALOGUES,
READY MADE PLATE BOOKS,
PRINTED FORMS.**

SEND FOR CATALOGUE

ROCHESTER LITHOGRAPHING CO.
ROCHESTER, N. Y.

American Fruits The Nursery Trade Journal

Nurseries, Arboriculture,
Commercial Horticulture

*Bristling with unique and exclusive features.
Every issue a special number. Only national
publication. The Practical Horticulturist's Newspaper.*

\$1.50 a year; Canada, foreign, \$2.00.

AMERICAN FRUITS PUBLISHING CO., Inc.
Ellwanger & Barry Bldg., Rochester, N. Y.

Phones: - Main 1602; Main 2802
RALPH T. OLCOTT, Pres. and Treas.

Chief International Publication of the Kind

SUBSCRIPTION RATES

One year, in advance	\$1.50
To Foreign Countries, and Canada	2.00
Single Copies	.15

Advertisements should reach this office by the 15th of the month previous to date of publication.

Drafts on New York, or postal orders, instead of checks, are requested.

ROCHESTER, N. Y., MAY, 1916

"Horticulture in its true sense is the art of cultivating tree fruits, small fruits, vineyards, nut trees, flowers, ornamental shrubs, trees and plants and all kinds of vegetables. Horticulture is one phase of agricultural activity that is not only necessary for the support of mankind by furnishing fruits and vegetables for his consumption, but tends to make his life more enjoyable by giving him flowers, shrubs and trees to decorate his home, both indoors and out."—Nebraska Horticulture.

Reorganization Plan Commended

Already there are definite indications that the reorganization of the American Association of Nurserymen, which was urged in *American Fruits* in season and out of season for a year or two before it was accomplished, is appealing in an increasing degree to the membership. Secretary Hall says:

"Notwithstanding that the new schedule of terms for membership requires some to pay larger fees than hitherto the registration for 1916 at this writing equals that of last year, with more than double the revenue. A few pessimists predicted failure, being unable to grasp the vision of the future possibilities in the line of achievement. But there is encouragement in the tone of the correspondence accompanying remittances of membership fees.

"One writes: 'Have not done \$10,000 of business the past year; I did before the war and expect to do again; but I see no reason why an active member doing business of less than that amount should get off with a smaller fee than an associate member.'

"Another, a New Englander, writes: 'I am in sympathy with the effort to raise the standard of membership and increase the value of the association, so that it will mean something,' and he enclosed a check for \$65 as his fee. Such declarations furnish illustrations of unselfish loyalty."

Under the new constitution and by-laws the usefulness of the Association is certain to be enlarged. The outlook is promising.

We urge that membership fees be sent in promptly so as to facilitate the work of the secretary in preparing the Badge Book. Delay on the part of the new service greatly increases the work. Word should be sent at once to Secretary Hall, 204 Granite Building, Rochester, N. Y.

The California Experiment Station reports that California has bearing fruit trees as follows: Almond, 18,602; apple, 38,410; apricot, 40,898; cherry, 8,269; fig, 5,709; lemon, 18,442; olive, 15,854; orange, 112,926; peach, 113,725; pear, 17,779; plum, 16,410; prune, 91,470; walnut, 34,453.

Another Convention Feature

A well known nurseryman in the West on March 28 finished unpacking a car of boxes of trees. He had made up a carload from five growers, so that he might economize in the matter of freight. The shipment was consolidated at St. Louis.

Out of the thoroughness, the laxity, the earnestness and the cussedness of the manner of the shipments by these five firms the western nurseryman was moved to say things. Among these were:

"Nurseryman No. 1—Four boxes of grape vines, currants and gooseberries. Stock uniform and well graded, well packed and satisfactory, but there was no index showing the contents of each box and nothing on the boxes to show their contents. I was holding a rush order for 300 Concord; after opening three boxes, I found 'em. If a box index had accompanied the invoice, I would have known what particular box to open.

"Nurseryman No. 2—Two boxes containing four varieties of plum; no box indexes. The stock was well graded and in good condition, although the packing material was slightly damp excelsior and only a little of that used. The boxes were lined with thick, heavy, brittle, useless paper; when the boxes were opened, the paper was all in pieces; the paper had not performed its function.

"Nurseryman No. 3—Invoices for 400 Rome, 700 Jonathan and 500 Gano. All boxes broken; none were ever well made. The large boxes had one rib through the center, while there should have been two properly spaced; no indexes, no way to tell the contents of any box except by opening. Trees irregular as to size, as small as three-eighths of an inch and as large as three-quarters of an inch being tied in the same bundles. Packing material was rotten straw mixed with horse manure. Because of skin disease and general cussedness, one-third of the trees were not merchantable when packed; because of the packing material a large per cent of what were alive when put into the boxes, were shriveled and worthless. In connection with this lot there were just two commendable things; a pair of live mice ran away from the packing material; they were just natural, not spoiled or improved; trees were tied in bundles containing uniform counts.

"Nurseryman No. 4—Sixteen boxes; not a box broken; accompanying the invoice was an index showing the contents of each box, as 'No. 1 Bartlett, No. 2 Elberta,' etc. I was holding rush orders for two special sorts and had no difficulty in locating the exact boxes wanted. All boxes were paper-lined with thin, tough paper that had performed its function. The paper was in perfect condition, and after taking the trees out of the boxes, I also took the paper out to use for re-lining express bales. This paper cost no more than the paper used by nurseryman No. 2. Every bundle contained exactly ten trees; 10 bundles to 100; 50 trees, five bundles. Every bundle bore two labels; no two labels were attached to the same tree. Not a "lost" bundle in the entire lot; no "afoot and hossback" business. Packing was sphagnum, moist, dormant, packed to travel around the world and back again."

Here is one of the best and clearest illustrations we have been enabled to present to the trade showing the marked difference of how to do it and how not to do it.

In the above simple recital of the result of a consolidation of shipments from five nursery concerns is a lesson which it would seem should never need to be repeated. Real business concerns, in and out of the nursery

trade, practice methods by which they know the size of the package they ship, the weight of the package, what it contains, how it is packed, etc. It is easier to do business in this way than it is to do it in a careless way.

The freight on the car of trees was \$165. The recipient threw away half of one shipment. Of the big shipments he did not throw out one tree.

Does any nurseryman think an experience of this kind is going to advance the interests of concerns shipping goods as some of these were shipped?

At some time, some where, somehow, Nurseryman number 4 in the above case learned how to ship stock. Read again what was the result of that knowledge. The valuable information is here set forth in detail. It is any person's now, for the adoption. It ought to be worth a definite sum. It is here offered gratis.

At annual conventions and upon other occasions State Horticultural societies provide practical exhibitions of packing of fruit for shipment. Does not the case we have cited warrant an exhibition of approved methods of packing nursery stock? And is the Milwaukee convention of the American Association too early to make a beginning?

It is said that nurserymen who are preaching the maintenance of prices with one hand and are slashing prices with the other hand, are writing personal letters to customers of other nursery concerns about special kinds of stock for which a particular market has been created, offering the same varieties at prices far below the market. It is believed that they have no expectation of selling trees, but are endeavoring to demoralize the trade of their competitor. If this is found to be true, what attitude should the American Association take in the matter? Does not the national association, by the fact of its existence, embody the responsibility of censoring in some degree the practices of the trade representatives, whether members of the Association or not? Should there not, at least be an expression on the subject?

Perhaps the Association should appoint a Vigilance Committee to look into matters of this kind which we have repeatedly cited. The very existence of such a committee, especially after it had made one or two impartial reports which resulted in proper action by the Association, would be a strong deterrent. The subject seems to be somewhat outside the jurisdiction of the Arbitration Committee.

In response to urgent communications from F. W. Kelsey, New York city, relative to interference with mail by the British authorities, the third assistant Secretary of State has written to Mr. Kelsey: "You are advised that the Department has instructed the American Ambassador at London to take up urgently with the British Government the question of facilitating the examination of shipping documents in order that they may go forward by the steamers carrying the shipments to which they relate. Instructions have also been issued to American Consular officers to forward in the pouch triplicate copies of invoices for the use of the Customs in this country and it is hoped that existing conditions may also be ameliorated."

Additional Trade Reports from Nursery Centers

Editor American Fruits:

We are about through with our spring sales; also will finish up our nursery planting in a few days. We have made our usual planting with the exception of apples, which we have made about one-third less than last spring. We had 110,000 fruit stocks on the French boat that was sunk by submarine. We had duplicate order from another firm, of French stock, which we received all right.

Nursery stock for next fall sales is starting out very well. Wanting some rain. Now for spring planting. Our spring sales through agents about the same as 1915, but about one-third less than 1914. Sales for fall of 1916, not quite up to last season. We had a very good home trade in ornamentals, which has kept us very busy for the last month, as we had to plant most of the orders.

Mail order business has fallen off some; also we did not do much in wholesale line, and will have lots of peach and some varieties of apple to go to the bon-fire, especially York Imperial. This was our leading apple a few years ago, but very few of them are sold now. There has been very little inquiry from parties in the territory we sell in, for commercial orchards, and sales will have to be made in small orders through agents. Richmond, Va., W. T. HOOD.
April 22, 1916.

Conditions In California

Editor American Fruits:

Regarding the nursery season in general in the state of California we believe that the nurserymen have all experienced a very successful season for 1915-16.

Owing to the excessive rains the planting was somewhat later this season than other seasons, which confined most of our shipping to the month of February.

The stock heaviest in demand, the season just passed was almonds, prunes, walnuts, apricots, nectarines and figs.

These varieties we believe are almost entirely cleaned up. There has been more or less of a drag on peach trees, owing to the poor prices and lack of demand for the dried product, but we believe, by another season the "California Peach Growers Association," an association which is now well under way, will be fully organized and in control of the peach output of California. This we believe will be a great organization not only for the benefit of the producer of fruit, but for the nurserymen as well.

Figs have been planted very extensively the past season and we believe this industry bids fair to be one of the very best. The dried product last season sold as high as 6 cents per pound and the California packers are already buying the next season's crop, in advance, at a price of 8 cents per pound.

Grape vines have also been in heavy demand, especially Emperors, Malagas, Tokays for shipping purposes and the Thompsons Seedless, Seedless Sultana, Muscats for drying purposes.

We believe that owing to the late rains a good many planters were unable to make their plant during the season just past, consequently we look for an exceptionally heavy plant for the season of 1917.

We are already receiving a good many inquiries for 1917 stock and have already booked a nice lot of orders for next season's delivery.

We believe, in view of the fact that a

good many people were unable to plant this season, owing to the excessive rains; and the fact that we are already securing large orders, would indicate that the season of 1917 will be a banner year for the nurserymen.

Fresno, Cal., FRESNO NURSERY Co.,
April 5, 1916. P. R. Jackson, Supt.

At Troy, Ohio

Editor American Fruits:

Within the last few minutes the writer has been called the champion pessimist in this section and consequently I scarcely know what to report. Trade in ornamental lines is coming the past few weeks and most of the stock will be cleaned up. We have not heard of anyone inquiring for fruit trees of any kind this season and as shipping time is here, we doubt very much if there are any buyers for same; although there will be no great surplus left on hand in this section, as we do not produce anything near the amount we did formerly.

We are unable to arrive at a satisfactory conclusion as to business for the coming season. Our barometers do not indicate much tendency toward improved conditions, which is unusual, as we usually go along with other business, but not this time.

THE FARMERS NURSERY CO.
Troy, Ohio.
April 6, 1916.

Improved Conditions In Texas

Editor American Fruits:

Regarding trade conditions in this section, as regards nursery business; Conditions still very much below normal. Past season has not been satisfactory, orders much smaller than usual; big surplus on hand at close of shipping season.

Conditions somewhat improved over close of 1914-15 season.

General conditions very much improved, and we are hopeful of a season's business fully up to normal.

Sherman, Tex., TEXAS NURSERY Co.,
April 8, 1916. C. C. Mayhew, Mgr.

If it relates to Horticulture it is in "American Fruits."

Opposed to Dumping Imports

Advices from Europe indicate that there will be a perceptible increase in prices of the nursery stock usually imported by American nurserymen, due to the fact that propagation has been materially affected by the war. Labor and material, now much advanced in price, will remain at the higher figure for some time without doubt.

The general secretary of the Federation of French Nurserymen and Horticulturists, E. Turbat, in a recent communication to *American Fruits*, declared that the French exporters of nursery stock are opposed to the sale of their produce by dumping it in auction rooms anywhere. "Being fully conscious that we must not ruin the trade of our buyers," he says, "we have never used this system of business demoralization. Engagements to that effect have been taken by all exporters in this direction and we have had no example to show these have not been followed."

A New Field for Nurserymen

The attention of the nursery trade of America is directed to the fact that the old-time American institution, the country gentleman, has a rival. It is the country gentlewoman; she prefers, however, to be known as the woman agriculturist and horticulturist. A number of prominent club and society women in Chicago have taken to farming. Their sisters in New York and Philadelphia began this work some years ago. Now a Middle West branch of the Women's Agricultural and Horticultural Association has been formed with headquarters in Chicago. Perhaps some of the nurserymen have already heard from members of this association in the way of orders for spring delivery. Others will do well to get into touch with the association, for there will undoubtedly be demand for nursery stock, both fruit and ornamental.

The Wisconsin State Conservation commission is furnishing forest tree seedlings and transplants plants at a low price for planting within the state—none are sold for ornamental planting—and is giving advice and aid to all who intend to develop forest plantations or to protect forest growth on Wisconsin land.

DON'T LET YOUR MEMBERSHIP LAPSE

To the Members of American Association of Nurserymen:

Your membership in the American Association today is one of your most valuable assets. **Do not let your membership lapse.** Under the new constitution adopted at Detroit convention, every member in good standing in 1915 retains his membership provided he subscribes to the new constitution and pays his dues prior to the meeting of the convention at Milwaukee in June, 1916. Article VII of the new constitution reads as follows: "The annual membership fee for active members shall be \$5, and for associate members \$10. Additional dues shall be paid as follows: Active members doing an annual business of from \$10,000 to \$20,000, \$5; \$20,000 to \$50,000, \$15; \$50,000 to \$100,000, \$25; and \$100,000 or over \$50. The payment of dues based upon the above schedule shall be made to the Secretary prior to the date of annual meeting."

The Executive Committee has directed the Secretary to mail blanks to every member of the Association, and it is earnestly hoped that no member will fail to respond. Your officers are endeavoring by every known means to promote the nursery interests of America, and it is believed that the report of your Executive Committee at Milwaukee will prove this fact. It has been in the Committee's mind to proceed along most economical lines during the first year of operation under the new constitution, and yet we all realize the need of judicious expenditure of money in building a creditable organization, such as is contemplated under new constitution.

Again may I say it is earnestly hoped that every member of the A. A. N. will respond promptly to Secretary Hall's call for report, and that where it is possible every member will attend the Milwaukee Convention in June, with a determination to help make ours a better organization.

Let us plan now to attend the meeting at Milwaukee.

J. R. MAYHEW.

The Process of Crown Budding Nut Trees

CHARLES L. EDWARDS

THE needs of a nut-grower are so varied that no fixed rule of procedure will meet all conditions. Years ago, two of my friends in the low country each having what he considered a superior strain of the Schley pecan, sent me some scions of it for testing in North Texas. These scions though cut while dormant were not dormant when received. The buds were slightly swollen and the bark would peel. This, I attributed to damp packing and a long journey in heated mail cars. At that time I was using the chip bud exclusively in spring-time work and experience had taught that buds in which sap had started were a difficult proposition. Having some thrifty seedlings, the Schley buds were put on chip fashion and the stocks cut back 8 to 12 inches above the buds as usual. The buds remained green for weeks but would not start into growth. So in order to force growth, the tops above the buds were cut back from time to time until hardly more than an inch was left projecting above the buds. Finally the buds came out, grew nicely and have since made handsome, fruitful trees. From this experience, the conclusion was reached that if the buds had been put on at the top of the cut off stocks, they would have "taken" more readily. On testing this plan, it was found that the chip bud was unsatisfactory when worked on the crowns of seedling stocks.

It was not easy to give up the notion that buds ought to grow as well, if not better, on the crowns than on the stems of young trees. Immediately following my first success with the modified shield bud, came a protracted period of rainy weather that caused the buds on a lot of scions not only to swell from starting sap, but many of them put out shoots. The butts of the scions had been stuck 6 to 8 inches into deeply spaded, well drained soil at the north gable end of a building and I had neglected to shelter them from excessive rainfall. So here was another pretty kettle of fish!

The loss of that lot of propagating wood would be something serious, for the spring season was so far advanced that a supply could not be obtained from other sources. The only thing to be done was to make an effort to use it. It is known to all who have had experience in pecan work that there are usually two to five bud-nipples at each node of a scion. The uppermost of these is largest and is called the primary bud. The nipple next below it is called the secondary, and so on. When sap-flow begins the primary bud swells and puts out first, often leaving the secondary just below it not at all swollen. In cases where both primary and secondary burst into growth, the third bud just below the secondary may show no signs of swelling from rising sap.

To utilize this lot of scions, the time was ripe for immediate work. All primary and secondary buds showing evidences of sap-movement were trimmed off smoothly and close up to the stems of the scions. The bud-pieces were taken off in the form of modified shields, inserted on the crowns of cut-off stocks and the wrappers fitted on so as to cover the little wounds made in removing the swollen buds. The cut surfaces of the crowns were carefully covered with waxed cloth and the ties put on as shown in my drawing. The resultant saving in this piece of work was a little more than one-half the buds. On a number of seedlings two buds were placed, one being on the stem 6 to 10 inches below the crown. Some

of these buds lived, but the percentage was less than the saving of crown buds.

On second thought, all this is reasonable enough, for in spring the flow of sap is first into the terminals. Hence, it is but natural that the pressure of sap against the bases of buds set on the crowns of cut-off stocks should be stronger than when the buds are placed on the stems of the stocks. This view is supported by the additional fact that when dormant buds have begun to lose their vitality in the season, a better saving may be made by working them on crowns than by any other methods within the range of my experience.

There is still doubting Thomases in this world of ours and another experience may be related. Three years ago a large nursery concern, that had been producing budded pecan trees at a loss, called on me to instruct a force of their workmen in what they were pleased to call "the Edwards methods." Preparatory to the work, instructions were written out and forwarded prescribing in detail the manner in which their propagating wood should be taken off and cared for. Owing to previous contracts, I was unable to get to them until the middle of April, which was past the middle half of the season for spring budding in this latitude. On reaching these excellent people, it was found that my instructions had been disregarded in toto. Instead of putting their scions 6 to 8 inches deep on the north side of a wall or at the north gable end of a building, they had set them 12 to 16 inches into soil mounded up, at the east gable of a large building painted red. Then to make a hot bed of it, a board shelter was put over the switches only a few inches above their tops as a protection against sunshine. To complete the job as a well-rounded whole, the situation chosen lay in the route of water-flow from the eaves on the north side of the structure. For the land sloped southward, and the floods of water from the north half of a big roof permeated the deeply spaded and mounded ground in which those scions were set. Then the warm spring-time suns falling upon the shelter just above their heads, had started a pecan greenhouse, mainly from buds of the Schley variety. It was impossible to forbear the use of language unfit to print! Odd as it may seem, such preposterous procedure is not at all unusual. My own observation bears witness that numbers of experienced and intelligent persons after reading my illustrated articles on different phases of pecan work, have shown an aptitude for going wrong amounting to little less than genius! Equally bad practices are not uncommon in the preparation of waxed wrappers, cutting and fitting the buds, wrapping and tying them on, as well as in the after-care of the buds and bud-shoots.

The mess made by these veteran nursery people was at once overhauled. Hundreds of switches had put out shoots from one to three inches and all these went to the trash heap. Smaller shoots and swollen buds were removed as in my own work the previous season. The manager of the concern looked crest-fallen and suggested that all sprouting scions be thrown out unless I thought a saving of 30 per cent could be made. This seeming possible, work began. All buds from sappy scions were put on crowns—some four thousand in all. Several thousand Stuart scions in the same lot had remained dormant. These were worked as modified shields on the stems of seedlings.

By midsummer we were able to make a round-up and the count showed a saving of 42 per cent of Schley and more than 75 per cent of Stuart buds. Better still, by the end of July following, the budshoots had made growth of three to six feet and several of them were shown at the meeting of the Texas Horticultural Society about that time. It may not be amiss to state that this nursery now boasts of its force of skilled workmen; and it is no longer propagating pecan stock at a loss.

All this brings on another short story: the State Horticultural Society holds its mid-summer meetings at our A. & M. College. In advance of the meeting that season, Professor E. J. Kyle, horticulturist of the institution, having a lot of pecan seedlings on the college grounds, arranged for a demonstration of the modified shield and crown processes of budding. There was a good attendance of people interested in pecan culture, amongst them two young Japanese connected with a large nursery in the southern part of the state. Details were explained and many questions answered as the demonstration progressed. The little Japs asked no questions but looked on and listened attentively. Some six weeks later, I had a letter from one of them, written in almost classic English, stating that they were working the new way and saving 90 per cent of their buds! Later contact with these Japanese people convinced me that there has been and still is an active mobilization of brains in their horticultural operations.

No system of pecan budding meets every condition. Buds set in early spring are sometimes overtaken by late frosts; others may be delayed by rain. Dry weather in summer sometimes causes loss and an early frost in fall may get your buds put on late in September or during the first half of October. While the processes described in this series are the simplest known to me, there are still many details in the work, all of them exacting. Only painstaking, patient effort meets the requirements of this interesting field of endeavor. It may be mentioned here, that while the modified shield bud, from scions in proper condition, may be worked on the stems of stocks at any time the bark on the stocks will slip freely, from early spring until early fall; yet the use of it for crown budding is not advisable in late summer and early fall. It is again worthy of bearing in mind, that in budding by any method during the growing period, the sap should always be flowing more freely in the stocks than in the scions. For if the bark slips more freely on the scion than on the stock in summer work, the buds will not live. When using dormant budwood cut in winter and kept in cold storage, we are clear of risk from sap conditions.

In trying out methods of budding or any other procedure in Horticulture, instructions should be followed as strictly as a rule in arithmetic or algebra for the solution of a problem. In too many cases this is not done. The operator will follow instructions part of the way, his own notions the rest of the way, score a failure and then lift up his voice against the method when the fault lies, in most cases, mainly if not entirely, with himself.

My next paper will treat of the under-working instead of top-working medium-sized trees, three to six inches diameter, a process to which the crown bud is particularly well adapted.

Fall 1916

J. H. Skinner & Co.

TOPEKA, KANSAS

Apple Seedlings

Pear Seedlings

Forest Tree Seedlings

Fruit Trees Small Fruits

Grapes Rhubarb,

Myatt's Linnaeus,

Pure Stock

Shade Trees

Flowering Shrubs

Catalpa Bungei

Bechtel's Double

Flowering Crab

PEACH

For Delivery in Fall
1916 and Spring 1917

We Offer Our Surplus at Close
Prices for Early Orders

Michigan Peach

Carefully Grown Perfectly Graded

THE MICHIGAN NURSERY CO.

WINKWORTH & SONS

Monroe, Michigan

At Wholesale

Budded and grafted Pecan Trees in Schley,
Stuart, Success and Frotscher. We specialize
on wholesale trade. Write for prices.

Florida Nursery and Trading Co.
Lockhart, Alabama

**APPLE, PEACH, PEAR
AND STRAWBERRY**

In heavy surplus at Right prices
The Wolverine Co-Operative Nursery Co., Ltd.
PAW PAW. MICH.

D. H. HENRY, Seneca Nurseries
Geneva, N. Y.

APPLE, STD. & DWF. PEAR, PLUM, CHERRY
PEACH, QUINCE, APRICOTS, SMALL
FRUITS, ORNAMENTALS, ETC.
Write for quotations

BULLETINS

Are you getting them? They are being
mailed at intervals throughout the month. Lots
of choice articles—scarce ones too, at very
moderate prices.

If you are not on our mailing list, drop us a
card or wire us.

Prompt shipment, the day the order is re-
ceived.

500 Acres Under Cultivation

C. R. BURR & CO.
Manchester, Conn.

SPECIAL NOTICE

We Have the Very Best

APPLE, PLUM, PEAR, PEACH, QUINCE
APRICOT, CURRANTS, PRIVET, ROSES
SHRUBS, AND ORNAMENTAL TREES.

SPECIAL ATTENTION given to
dealers' orders

Let us quote you on Car-load Lots

MANEY & SAYRE INC.

WHOLESALE NURSERIES

GENEVA,

N. Y.

NEW PEACH—WILMA. Originated in the famous
peach belt at Catawba Island, Ohio. Selection from
several thousand Elberta seedlings, several hun-
dred of which were tested in orchards. An Elberta
type of peach both in foliage and fruit, but one week
later. Heretofore our stock has been used in the
vicinity where it originated. Offered to trade in
limited quantity.

W. B. COLE, Painesville, O.

KNOX NURSERIES

Cherry Trees

(One and two years old. The best the market affords)

H. M. Simpson & Sons,
VINCENNES, IND.

Portland Wholesale Nursery Co.

Rooms 6 and 7, 122 1-2 Grand Ave.
PORTLAND, ORE.

Wholesalers of

Nursery Stock and Nursery Supplies

A very complete line of Fruit and Ornamental
Trees, Shrubs, Vines, etc.

SPECIALTIES

Clean Coast Grown Seedlings, Oregon Champion
Gooseberries and Perfection Currants

Write now

READY REFERENCE INFORMATION

Are you preserving your copies of **AMERICAN FRUITS**? The frequent requests for
back numbers of this publication clearly indicate the special value resulting in keep-
ing files of the journal intact. A simple and convenient way to do this is by means
of the Binder we supply at 75 cents in litho boards and \$1.50 in full black cloth.
Volumes are indexed and thus a history of Commercial Horticulture is at hand at all
times for reference.

E. P. BERNARDIN**Parsons Wholesale Nurseries**

Parsons, Kansas

ESTABLISHED 1870

Early Harvest & Kenoyer D. B. Fine root
grown plants in quantity.

Peach and Jap Plums. For those wanting
fine stock for retail trade.

Compass Cherry. Large supply of one year
trees.

Shade Trees. Fine assortment, all sizes.
Price right.

Fine Blocks. Ornamental Shrubs and Ever-
greens grown especially for Landscape
work.

Have you your copy
American Fruits
Directory of Nurserymen?
1915 Edition

ARE YOU INTERESTED

In choice young ornamental Nursery Stock
for transplanting lining out, or mail orders?
If you are, get next to our Trade List of
genuine bargains, in Oriental Planes, Nut
Seedlings, Oaks, Ash, Catalpa Speciosa,
Honey and Black Locust, in large quantities,
besides hundreds of other varieties, both
deciduous and evergreen. Peach Trees,
Dahlia Bulbs, etc., etc.

ATLANTIC NURSERY CO., Inc.

BERLIN, MARYLAND

WANTED—Tree Seeds of all kinds

Just say you saw it in AMERICAN FRUITS.

L. F. DITTELMANN

Belleville, Ill.

Peony Roots: Home grown and imported.
Gladiolas Bulbs: Ten leading varieties.
Apple, Peach, Cherry, Pear and Plum Trees.

Let me quote you prices

Walnuts In Eastern United States

DR. J. RUSSELL SMITH in Journal of Heredity

In the eastern United States there have been scattered trees producing good crops for many years. Trees of local repute have recently been reported from Ontario, Michigan, New York, New Jersey, Pennsylvania, Maryland and Georgia. Some of them are of great size and over a century old. Some of these trees are reported to be practically annual bearers, yet thus far the nut has strangely failed in becoming the basis of a regular crop in the eastern United States. This fact has had two causes, chief of which is the past dependence upon seedlings, which are indefinitely variable, and in the eastern United States mostly worthless, because of unacclimated seed; and its great susceptibility to frost, due to its early blossoming. These causes have resulted in the failure of numerous commercial attempts dependent upon seedlings.

As an instance of this I will cite my own ill-guided experience. In 1896 I planted two acres in northern Virginia of the best seedling Persian walnut trees I could then secure from a New Jersey nursery. They were 3 to 4 feet high. The next year they were 2½ feet high, the next year they were 1½ feet high. Then they began gradually to disappear. The last one lingered until 1912, when a temperature of 25 degrees F. snuffed out its worthless and despairing life. It grew in a magnificent, rich spot and attained the height of 90 feet. Most of the new growth winter-killed annually and it never bore a nut. There were no grafted trees to be had at that time and it was reported, even I believe by the United States Government, and I believed every where, that they could not be grafted or budded.

This benighted condition of a possible industry is hard to believe when we stop to think of the fact that the grafting and budding of these trees has been going steadily on in the vicinity of Grenoble, France, for generations. There lived that pioneer nut culturist, Mayette, who propagated the variety that bears his name. In this district topworked trees have been for sale almost any year since before steamships started across the Atlantic. And yet so far as I know this might just as well been in the moon for all the good it did us until California started the walnut industry. The grafted Mayettes of the stock of Grenoble are now proving hardy in Pennsylvania and Connecticut and if the kind used in the Grenoble district (Persian on Persian) had proved unsatisfactory there apparently would have been little difficulty in getting Grenoble nurserymen to raise American black for us and to graft it to anything we favored. Fortunately, however, we do not have to go into any such heroics now to get the trees.

GRAFTING THE TREES

We now know how to graft and bud this tree right here in the eastern United States and put it upon the more vigorous roots of the native black walnut. As to the technique of this newly-won process, there are four points for the ordinary apple or pear grafter to keep in mind, and the same also apply to the grafting of the hickory genus which offers in almost every respect, problems like those of the walnut genus. These four points are: (1) Keep the scions from drying out by waxing entirely or by binding a paper bag over the stock and scion; (2) Do not split the pithy scions, avoid this by trimming wedge grafts so that one of the cuts goes clear across the pith; or use

To Sojourning

NURSERYMEN:

HORTICULTURISTS:

When in Rochester, N. Y., the hub of the Western New York Nursery and Orchard districts, make your headquarters at the offices of the American Fruits Publishing Company, 121, 123, 125 Ellwanger & Barry building, 39 State street, in the heart of the city, from which easy communication may be had by telephone or by electric or steam cars directly with any point in the city or surrounding towns.

Have your mail directed to above address when contemplating a trip to Western New York.

the slip bark method which has all the cut on one side; (3) Graft or bud when the tree is in rapid growth; (4) Use well ripened, well developed wood cut early in the winter. Two-year-old wood seems to be better than one-year-old wood and California wood has shown itself superior to eastern grown wood. It is quite possible that we will shortly begin to send scions of desirable eastern trees to California to have budding and grafting wood grown for eastern use.

In budding, the patch bud and wing bud methods are the only ones that have shown themselves worth while. The experience of the years 1914-1915 seems to indicate that this budding may be done early in the spring with wood from cold storage and forced into immediate growth by cutting off other growth.

Walnut Grafting Wood

In a communication to the National Stockman and Farmer, Secretary Deming of the Northern Nut Growers' Association, says:

"The difficulty in getting good grafting or budding wood of the English walnut is one reason why this fine nut is not more grown in the East. Seedling trees are scattered all over this part of the country, more abundantly in favored fruit-growing regions, some of them of excellent characteristics, but as a rule the new growth on the older and bearing trees is small and pithy and it takes an expert to succeed in grafting with it. Moreover this new growth is often killed, or its vitality lowered, by our winter cold. If grafting wood is to be used from trees growing in such a climate as ours it should be cut before severe winter weather, it should be as plump and free from pith as possible, and it should be packed in paper-lined boxes in sphagnum moss, or similar material, very slightly moistened, and kept in cold storage such as apples would be stored in. The nearer these conditions are approached the

more likely will be success in grafting or budding.

"It is, however, so difficult to comply with all these conditions, and there is so little good grafting wood to be had in the East, that all the professional growers get their wood from California where there is an abundance of the finest wood and no risk of winter injury. I get mine from one of these western nurserymen as a personal favor. But any one can send to California for the wood if he will order enough to make it worth while for the nurseryman to ship it.

"Information as to reliable sources for grafting wood may be had from the Agricultural Experiment Station at Berkeley, or from Dr. Batchelor, in charge of Walnut Investigations, Riverside, California.

"No final determination of the best varieties has yet been made, but opinion favors the old standard French ones like the Franquette and Mayette.

"We do not yet know much about the walnut blight here in the East, except that it is present. The only precaution I can suggest is to ask for varieties that in California have proved most resistant."

Planting Many Forest Trees

The city of Rochester, N. Y., has procured 100,000 white pine trees, one-half, three and one-half and four-year-old, to be planted on the watershed of Hemlock and Canadice lakes which supply water to the city. The trees are from the State Conservation commission and cost the city fifty cents per thousand.

An announcement from Clifford R. Pettis, superintendent of New York State forests, indicates that the state will break all records in the distribution of trees this year. About 3,000,000 seedlings and older trees have been ordered by municipalities and private land-owners and are ready for shipment from the state nurseries. Five thousand acres of state land will be reforested.

The Conservation commission is particularly eager to reach owners of abandoned and untillable land in all parts of the state. Statistics compiled by the commission's experts show that big profits can be made through scientific forestation, and the supply of trees at merely nominal prices is virtually inexhaustible. Rochester is one of many municipalities that have taken advantage of the opportunity.

In 1913 peanuts were imported into Argentina to the amount of 7,985,169 pounds, of which China supplied 2,884,322 pounds; British possessions, 2,288,534 pounds; France, 1,371,487 pounds, and the United States, 82 pounds. In 1914 the total imports amounted to 4,685,235 pounds. Besides this there were under cultivation in Argentina during the season of 1913-14 about 62,963 acres devoted to peanuts. No figures, however, are available as to the amount of domestic production.

The Virginia Mountain Red Apple Orchard Company, of Bristol, Va., has voted to merge with the Mammoth New York and Stayman Orchard Company. The two companies planted orchards of about 100 acres each on adjoining lands in Smyth county, Virginia, and it was decided that it would be much more economical to have the two properties managed as one.

The fourteenth annual meeting of the Pacific Coast Association of Nurserymen will be held in Medford, Ore., June 20-22.

Just say you saw it in AMERICAN FRUITS.

A paper which gives the best value for the money to the reader will give the best value to the advertiser as well. I don't think there is any argument about the soundness of this view.—H. Dumont, Chicago, Ill., in Printer's Ink.

Just say you saw it in AMERICAN FRUITS.

MOUNT ARBOR NURSERIES**E. S. WELCH, Proprietor**

140 Center St.,

Shenandoah, Iowa

A Complete Line of High Quality Nursery Stock for

WHOLESALE TRADE**APPLE TREES**—Over 100 Varieties**CHERRY, PLUM, PEAR, PEACH****BLACKBERRIES**—Large stock root cutting plants**GOOSEBERRIES, CURRANTS, RASPBERRIES, ORNAMENTAL TREES, SHRUBS, VINES****ROSES**—Immense stock hardy kinds**PLANTING STOCK****APPLE GRAFTS, FRUIT TREE STOCKS, ORNAMENTAL SHRUBS and DECIDUOUS SEEDLINGS**

Ask for Spring Trade List and Bulletin

Always pleased to Quote Prices

"Anything from Anywhere"**JOHN WATSON**

NEWARK, N. Y.

Wholesaler**Jobber****Importer***Agent for***F. DELAUNAY, Angers, France**

Fruit-tree Seedlings, Rose Stocks, Young Ornamentals for lining-out.

S. SPOONER & SONS, Hounslow, England

Manetti Stocks, Gooseberries, Trained Fruit Trees.

VAN DILLEWYN & THIEL, Ghent, Belgium

Azaleas, Rhododendrons, Palms, Bay Trees.

Exotic Plants and Forcing Stock.

SAKATA NURSERIES, Yokohama, Japan.

Bulbs, Seeds, Dwarf Conifers, Tree Peonies, etc.

Also Well-Known Holland and German Growers

Quotations furnished on anything in quantity home-grown or imported. An inquiry will cost a stamp and may save dollars, plus Quality and Service.

JOHN WATSON,

Newark, N. Y.

May First.**W. B. Cole, Painesville, Ohio****FRUIT TREES**

Apple, Dwarf Apple, Pear, Peach. Three grades, over 50 varieties.

SMALL FRUITS

Currants, Gooseberries, Grapes, Blackberries, Black and Red Raspberries.

ORNAMENTAL TREES

Catalpa Bungei and Speciosa. American and Scotch Elm, up to 3 inches. Silver and Sugar Maples, up to 3 1-2 inches.

SHRUBS

Althea, Berberry, Cornus, Gol. Elder, Forsythia, Philadelphus, Hydrangea, Snowberry, Spirea.

HEDGE PLANTS

Privet, California and Vulgaris. Berberis Thunbergi.

EVERGREENS

Arborvitae, American and Pyramidal, Pine-Mugho, Hemlock, Retinosporas.

ROSES

Hybrid Perpetual, Climbing, Moss Roses, and Standard Roses.

VINES

Ampelopsis Veitchii, Honeysuckles, English Ivy.

PERENNIALS

Chrysanthemums, German Iris, Japan Iris, Delphinium.

We Offer for Spring 1916

California Privet by the car load. We grow hedge by the 100,000 and can make close prices on car load shipments. Send for sample.

KEIFFER PEARS

We have some extra fine trees.

PEACH SEED

We can offer N. C. Peach Seed put up in barrels ready to plant in the Spring.

PEACH TREES OUR SPECIALTY

We have 200,000 in various grades. Our trees are true to name. We have our own orchards, where every variety has been tested. We have all the leading varieties. Let us send you sample.

Try a Few LOWRY APPLE

One of the coming commercial apples.

Besides these specialties we have a general line of Fruits and Ornamental Stock.

Write for surplus list.

W. T. HOOD & CO.

OLD DOMINION NURSERIES

RICHMOND, VA.

The Monroe Nursery

Established 1847

Offers a fine stock of

Peach **Gooseberries**
Currants **Berberis**
Spirea Van Houtte**Other Ornamental Shrubs. H. P. Roses, Etc.**

Will be pleased to quote on your list of wants

I. E. ILGENFRITZ' SONS CO.
MONROE, MICH.

Chelsea Nurseryman May Produce New Maine Apple

GEORGE A. Yeaton of Chelsea, Maine, President of the Maine Pomological Society, has long been known as one of the apple experts of Maine. From his earliest boyhood he delighted to be in orchards and was continually studying some method of improving them. He was but 15 years of age when he began his first experiment of developing an apple from a cross between the Baldwin and the Macintosh Red.

Young Yeaton had noticed that the Baldwin was a little too tender for Maine winters, while the Macintosh was subject to a fungus growth, and he conceived the idea of hybridizing the two and producing a stronger tree and better apple. To do this he placed a bunch of buds on a Baldwin tree in a muslin bag so that no insects could reach them to pollinize the blossoms when they came out. He then did the same thing on a Macintosh tree to represent the male pollen, and this was the first step in his experiment. The various stages of the experiment required some four years and then came the hybrid fruit. The apple was of good size and of delicious flavor, but unfortunately of a light color and therefore not fitted for the market.

Not until 1912 did Mr. Yeaton again take up the experiment phase of the business, and that year he made more than 200 crosses and combinations of every sort and variety, and these are still in the nursery rows. The buds were not set until last year and Mr. Yeaton is hoping that out of the lot a finer apple for Maine will be produced than any known.

DRAWBACK ON MAINE APPLES

"There is some drawback on all our Maine apples," says Mr. Yeaton. "The Macintosh Red is subject to a fungus growth that requires great attention. The Spy is our finest apple, but is a very tardy and shy bearer. The Baldwin is a little too tender, so we now want a fruit that will combine the good qualities of all these varieties. That is probable."

Mr. Yeaton is not a great believer in dynamite in planting an orchard. He says that the average farmer cannot afford the expense, as every blast costs not less than 12 to 15 cents for material alone. He says that, if dynamite is used, the hole should be blown in the fall and the bottom tamped to prevent surface air from drying the earth and rootlets. Then the tree should be set the following spring.

THIN FRUIT FOR SIZE

"If a large-sized apple is wanted the fruit should be thinned. To allow a tree to bear fruit as close as it can grow is certain to produce under-sized apples that will never sell for fancy fruit. Since boxing apples has become popular large and fair fruit is more necessary than ever. Another important feature is the clover crop. When the orchard is well drained, as it always should be,

a clover crop sown in July is a splendid proposition. It furnishes a mulch for winter and humus for the soil. Any farmer must learn the lesson that an orchard to do its best must be cared for as well as corn or potatoes.

"Maine has a wonderful future for its apples, providing the farmers rise to the occasion. Our fruit is finer in color and flavor than any other section of the country, and only our own foolish methods prevent us from having the preference in the markets of the world. I can see nothing ahead but co-operation. This is a great success.

"We must also study the market and send the kind of fruit demanded. Take the English market for an example. They want the Rhode Island Greening as early as Thanksgiving. To send the Baldwin or Ben Davis to Liverpool at that time is but folly. In Glasgow the King is in great demand the last of October, and they want no other at the time. The Ben Davis should never be put into competition with the Northern Spy or any other good fruit. This apple and the Russet should always be among the last shipments of the season. With proper picking and packing these rules will yet give Maine fruit the English market."

Mr. Yeaton has a splendid 100-acre farm in Chelsea. He was former assistant horticulturist in the Maine Agricultural Department and for awhile was orchardist at the State Experiment farm in Monmouth. He is now doing field demonstration work under the auspices of the State Agricultural college, having exclusive charge of all the work in Oxford county.

Pecan Culture In Texas

Oliver Allstorm, writing to the Houston, Texas, Chronicle, says: "I am glad to observe, from articles recently appearing in The Chronicle that a real interest is at last being manifested in the commercial possibilities of our native tree, the pecan. Other states, less happily situated in the matter of soil and climate than we have accomplished wonders in the development of pecan orchards, and it is difficult to see why, with our superior advantages we are not leading all others in this industry. Georgia, a state to which the pecan can hardly be said to be native, has made such marvelous and systematic strides in this industry during the last few years that her pecan groves, from the viewpoint of symmetrical beauty and systematic development, are as great marvels to tourists and visitors as are the walnut groves of California. In the matter of revenue producing possibilities the former far exceed the latter, for it is now generally recognized by even the casual buyer that the pecan is the very highest priced of all nuts produced in the United States.

"On a trip through the wonderful pecan districts of Georgia, Florida and Alabama, the traveler is mightily impressed with the vision presented to his view. Here is grandeur, here is beauty, here is wealth and independence, all combined and interwoven into one proposition. Those who own small groves adjoining and interwoven into one proposition possess an investment which combines a country home with garden surroundings, and a veritable mint or gold mine all at one and the same time. Not an ordinary farm home merely, but literally a country estate having capacity for revenue production exceeding anything in the shape of farm or orchard and with infinitely less labor.

"If this can be brought to pass in districts of our country that are known to be less adapted to pecan culture than is our own state, why is not the same thing being done here on even a much larger scale?"

Just say you saw it in AMERICAN FRUITS.

Ask Lower Peach Rate

Efforts are being made by the Western New York Horticultural Society and the New York State Fruit Growers' Association to have the freight classification reduced by the railroads. B. J. Case of Sodus, N. Y., and Frank M. Bradley of Barker, acting as committee for the state association recently met the railway classification committee in New York city and whether the request will be granted is not yet known. Mr. Case said:

"The peach growers and shippers throughout Western New York feel that the freight classification of peaches is out of reason. The classification which we are now working under was put into effect about ten years ago, when peaches were worth \$2 per bushel. But now, due to the great increase in acreage all over the country and the more intelligent manner in which they are handled, and due to the fact that peaches have gradually lowered in price for the last ten years until this last year the growers did not realize 50 cents a bushel, we feel that the classification ought to be changed.

"The increase in Western New York has been from about 1,000 cars in 1906 to 2,200 cars in 1910; 4,100 in 1913; 4,300 in 1915, and would easily have been 5,500 cars in the peaches had all been gathered. It has been estimated that there were between 1,000 and 1,500 cars in Western New York that rotted on the trees or ground because the growers could not get enough to pay to gather and ship them.

"Of course 1915 was an exceptional year and we hope not to see it again. But due to the fact that the acreage has much more than quadrupled in the last few years, peaches are bound to be low in price unless half or three-fourths of the sections that are growing peaches should lose their crop.

"Peaches in carloads are now shipped as first-class and in less than carlots, at one and one-half times first-class. What we are working for is to have peaches in carlots shipped as third-class and in less than carlots as first-class.

"The peach growers throughout Western New York are trying to eliminate all the expense possible and still grow fine fruit so that they can put into the hands of the consumers all over the eastern part of the United States a fine product at a reasonable price. They want the fruit used freely, and feel that the railroads should do their part toward an economical distribution."

Mr. Case added that the peach buds through most sections of Western New York are still all right and with normal weather conditions from now on the prospects are good for 6,000 cars this season.

Bailey's New Standard

Cyclopedia of Horticulture

On Easy Terms. Prospectus Free

American Fruits Pub. Co., Rochester, N. Y.

PEACH SEED

For years we have been supplying some of the leading nurserymen with PEACH SEED, to their entire satisfaction.

Have some seed on hand, in prime condition—first class in every way.

If you would be interested in exchange deals, please write us, especially if you have a surplus of ornamental stock.

Sample of seed gladly sent on request

J. VAN LINDLEY NURSERY CO.

POMONA, N. C.

SARCOXIE NURSERIES
PEONY FIELDS

The demand for Peonies is increasing each season, both for plants and cut flowers. Prepare to get your share. We send out good strong plants; not nodulous bunches of dirt, old hulls and pieces jerked apart by main force. Write for list.

Sarcoxie Nurseries Peony Fields
WILD BROS NURSERY CO.
SARCOXIE, MISSOURI.

Hathaway's Berry Plants

(Lake County, Ohio, Grown)

You cannot buy better even though you paid more
Blackberry, Raspberry, Strawberry

The leading varieties—in large quantity, including also the fall bearers, are offered the trade at **Attractive Prices** also 250,000 Lining out sizes at a bargain. Send along your want list in exchange for my variety list and quotations by letter. I want your order.

Growing Splendid Plants and Berries is my business
Prompt Service is my Hobby

When you want Plants and Service as good as Hathaway's

You Should Buy of Hathaway

Yours for Quality Plants

WICK HATHAWAY

Madison, Lake Co., Ohio



WICK HATHAWAY—MADISON, OHIO
"THAT'S ME"

EVERBEARING STRAWBERRY PLANTS

If you need Everbearing strawberry plants to fill spring orders or wish to increase your planting in nurseries, we can supply you with genuine **PROGRESSIVE** Everbearing plants, guaranteed to be **TRUE TO NAME** and handled so as to reach you in best of growing condition. Write for prices.

We have been growing and breeding the Everbearing strawberries for the past eight years and have many new varieties in our experimental grounds not yet for sale. We invite a personal visit to our grounds during fruiting season, preferably during August or September. The latch string is always out. **THE GARDNER NURSERY COMPANY.**

Drawer 102, Osage, Iowa

Grape Vines

If you are in the market
for fancy stock I have it

Concord, Moore's
Early and Niagara
in large quantities

Fairfield Nurseries

(CHAS. M. PETERS)

SALISBURY, MD.

SCARFF'S NURSERY

Headquarters for

Small Fruit Plants

1200 Acres

"At It 25 Years"

Strawberries Currants Rhubarb
Raspberries Gooseberries Asparagus
Blackberries Grape Vines Horseradish
Dawberries Privet Hardwood Cuttings

100,000 transplanted raspberry, blackberry and dewberry plants for retail trade. See wholesale list before placing your order.

W. N. SCARFF, New Carlisle, O.

For Sale

A good nursery business in a thriving town in Colorado. Business increasing 25 per cent each year. Will pay ten per cent on investment. Full information given. Address A. K., "American Fruits," Rochester, N. Y.

"A paper which gives the best value to the reader will give the best value to the advertiser as well. I don't think there is any argument about the soundness of this view."

—H. Dumont, Chicago, Ill., in Printer's Ink.

TREESAVIN

Treesavin protects your trees against all crawling insects, worms and ants, but does not hinder respiration of the tree "skin" as do sticky resinous mixtures when painted on. While it does better work than any other sticky tree protector, Treesavin is cheaper to use and takes one tenth the time to apply. Made in rolls 4 in. wide, 10 yds. long, sufficient to cover 9 trees, 12 in. diameter. If your dealer can't supply you, order direct.

1 box, 50¢; 3 boxes \$1.40; 6 boxes \$2.60;
twelve boxes \$8.00

BERG & BEARD MFG. CO.,
12-14 Steuben St., Brooklyn, N. Y.

R. B. GRIFFITH

FREDONIA, N. Y.

Grape Vines, Currants and
Gooseberries

Large Quantities for the Coming Season's Trade

Heavy Vines for Retail Trade

Send in Your List for Net Prices

Strawberries

Summer and Fall Bearing

Headquarters for Strawberries and Fruit Plants of all kinds. Raspberries, Blackberries, Currants, Gooseberries, Grapes, Fruit Trees, Roses, Shrubs, Eggs for Hatching, Crates, Baskets. Catalog free.

L. J. Farmer, Fulaski, N. Y.

WE ARE
Largest Growers
in America

OF

Grape Vines

Other Specialties:

Gooseberries, Currants

and other

Small Fruits

Introducer of the 3 Standard Fruits

Campbell's Early The Best Grape

Josselyn - - The Best Gooseberry

Fay - - - The Best Currant

Our supply of above varieties is always less than the demands upon us before shipping seasons close

High grade stock, grown and graded to our own standard, which we originated and adopted many years ago. We shall be pleased to supply your wants.

The JOSSELYN NURSERY CO.,
FREDONIA, N. Y.



P. D. BERRY, Wholesale Nurseryman, is offering for Spring trade 1916

Black, Red, Purple and Yellow Raspberry, Blackberry, Dewberry, Gooseberry, Currants, Gooseberry rooted layer plants, Rhubarb, Horseradish, California Privets, Barberry THUNBERGII, Paeonies, Black Currant Cuttings, Spiraea, fifty thousand Black Currants one and two years, Raspberry transplants, etc. Stock in storage. Can ship any time.

Quotations furnished by letter

Dayton,

P. D. BERRY

Ohio

Foster-Cooke Co.

NURSEYMEN

FREDONIA, N. Y.

GROWERS OF

Grape Vines, Gooseberries, Currants

Our stock never looked better. Send us your list of wants. Our prices are right.

We grow our Stock up to **Quality and Grade**, not down to a price. Nevertheless, our prices are always in line. You can't afford to pay less, and there's no sense in paying more. If you are pleased with what you have been getting, you will be better pleased with our stock. Write for catalogue.

Nut Trees for British Columbia

Editor American Nut Journal:

Enclosed you will find P. O. order for three dollars, being your advertised price of Vols. II and III "American Nut Journal," covering the year 1915. Please forward these at the earliest possible moment.

Will you be so good as to advise me as to pecan planting in the Okanagan Valley in British Columbia, where the extreme cold registered has been 9 below zero, and that only once in seven years or so, the ordinary winter being mild:

Would it be possible to grow pecans commercially, and if so what varieties would be most suitable. The only catalogue I have seen quoting northern grown nuts, is that of Glen Bros., Rochester, who give "Indiana," "Stuart," "Appomatox," "Money-maker," "Moneyway," as pecans to grow in northern latitudes. Which of these would be most suitable in respect to climate and which give the best returns in full and regular bearings, and in money?

Walnuts, almonds, peaches and apricots thrive in the valley, none ever having been lost through frost either in blossom or fruit, but it is thought that this winter, colder than has been experienced before, may have thinned the apricot and peach crop, but not severely.

Glen Bros. quote only seedling trees in English Filberts. Are these as satisfactory as budded or grafted trees, and will they bear fruit equal to or the same as the parent tree?

In walnuts, what varieties would you recommend?

MISS E. M. GILLIES.

Braeside, Ont., Canada.

In reply to the above inquiry Dr. W. C. Deming, secretary of the Northern Nut Growers' Association, says:

The descriptions of the climate in that region have always seemed to me favorable to nut growing. I have had many en-

quiries and believe that by this time numerous experiments have been made. Some one familiar with that country, perhaps Mr. Quarnberg, ought to have some knowledge of these experiments. At any rate it needs some one nearer than I am to investigate and get together the data.

To the question "Would it be possible to grow pecans commercially?" I can only answer, "Many things are possible but I do not believe this particular thing has yet been demonstrated."

As to varieties, those offered by our eastern nurserymen who make a specialty of nuts, the Indiana varieties, are the only ones that would have a chance, in all probability.

The question "Which varieties give the best returns in full and regular bearing, and in money?" implies the belief that these things are known. This belief is the direct result of the seductive and misleading statements made by some advertising nurserymen. The members of this association are constantly obliged to tell the disappointing truth to people who have been misled by these advertisements. At no place in the North have any of these varieties ever been brought to bearing, so far as I know, except one Stuart tree in Pennsylvania that has borne a few nuts, and some Stuarts in southern Indiana that bore a few nuts that did not mature. I may not know everything about these nuts, but I think that I am in a position to know if there are valuable data as to their bearing in the North.

As to whether seedling filberts are as satisfactory as those propagated in other ways I wish the editor of this paper would keep displayed in a conspicuous place in it the motto "All Seedling Trees are Lotteries" to which motto we could constantly refer enquirers.

I cannot recommend varieties of walnuts for British Columbia. Only those who have better knowledge of local conditions can do this.

In its new catalogue for 1916 the Leonard Coates Nursery Co., Morganhill, Cal., says: "After many years of experimenting, we have succeeded in budding the walnut in nursery rows, and are thus able to offer both budded and grafted trees, budded high or close to the ground. The price for such trees has been almost prohibitive, but we are now able to offer the trees at very reasonable figures. We use only the best selected native California Black Walnut seedlings, experience having shown them to be the best, and more nearly immune to disease. All seedlings showing any weakness in the nursery row are pulled out and destroyed. Walnuts are a safe crop; there are several standard varieties, some succeeding in localities where others fail. We have our own bearing walnut orchard of thirty acres, consisting of the best old varieties, and many other new ones."

Regarding filberts the company says: "The better varieties of European filbert have not met with much success in California. In many cases seedlings have been planted which are uncertain bearers, wrong varieties have been used, or sufficient time has not been given the plants to come into bearing. The plants need frequent summer pruning, strong suckers being cut out as they grow and bearing wood shortened in. They should be pruned low, with an open center. Large bushes growing at Menlo Park, San Mateo Co., have been bearing well for many years. The varieties we offer are the most prolific. They should be planted in rich moist soil and irrigated if moisture is lacking." The varieties offered by the company are: True Kentish, Kentish Cob and Pearson's Prolific.

Date Palm Industry

Believing that the date palm is to be one of the staple industries of the Imperial valley, the University of California of Berkeley, has just distributed 1000 date seedlings from its stock of 3500 young trees growing at its experiment farm at Hiloland. These seedlings represent ten different varieties. Thus far the Deglet Noor-Purdy cross seems to the college or agriculture to be the most promising of these seedlings. One palm of this cross has already borne ripe dates. Some of the palms bore fruit last fall when only four years old, and, though the fruit was uneven, much of it was good.

DIGGING TREES WITH POWER IN A MINNESOTA NURSERY



Hill's Evergreens

YOU can work up a good profitable trade in Evergreens if you have the right kind of stock. Our main specialty for over half a century has been the propagation of young Evergreen stock for the wholesale trade in immense quantities at low prices.

We have all the leading varieties in small sizes, for all purposes, suitable for lining out to grow on for your trade.

Nurserymen who have heretofore depended on Europe for their young Evergreen plants can now be assured of a good reliable source of supply right here in America, and we solicit the opportunity of quoting on your requirements.

"Made in U. S. A." and "American Stock for American Planters" should, from now on, more than ever, be the slogan of American Nurserymen, for it means "money saved in the long run" to start with nice, strong, sturdy, vigorous American-grown stock which has been produced right here in America.

YOU want to keep posted on Evergreens;
WE want to become better acquainted with you;
Let's get together.

THE D. HILL NURSERY CO., Inc.
EVERGREEN SPECIALISTS
Largest Growers in America
Box 402 DUNDEE, ILL.

REMEMBER

If it's a **HARDY PERENNIAL** or so called **OLD FASHION FLOWER** worth growing, we have it in one shape and another the year around. We have the largest stock in this country, all Made in America, and our prices are attractive.

Why say more here. Send for our Wholesale price list of varieties and benefit from the opportunities this affords you.

Our motto: "Maximum Quality, Minimum Cost"

Palisades Nurseries, Inc.

R. W. CLYCAS, Mgr.

Sparkill, N. Y.

Your customers demand superior trees and plants—We have them—A complete assortment of both fruits and ornamentals.

EXTRA FINE STOCK

— IN —

Hydrangea—Arborescens Grandiflora

Berberis Thunbergii—Purpurea and Vulgaris

Peonies—Thirty Varieties

Phlox—Fifteen Varieties

Pot Grown Evergreens—We ship them with pot ball attached. They will transplant as readily this fall and next spring.

Write for prices

The Farmers Nursery Co.
Troy, Ohio

BERCKMANS'

Dwarf Golden Arbor-Vitae

(Biota Aurea Nana)

Camellias, home-grown
Azalea Indica, home grown
Yew's Weeping Mulberry, extra heavy
Lilacs, best named sorts
Grafted Wistarias, 2 to 4 years old
Biota Aurea Conspicua, all sizes
Biota Japonica Filiformis, 1 to 4 ft., fine and
Magnolia Grandiflora, Magnolia Fuscata,
Magnolia Purpurea, Exochorda Grandiflora
Deutzia, Philadelphus
We have a large stock of fruit trees, ornamental trees and shrubs

All orders receive prompt and careful attention

P. J. BERCKMANS CO., Inc.
Fruitland Nurseries

Established 1886 AUGUSTA, GA.

California Privet and Berberis Thunbergii

Largest grower in the country. Can supply you with any quantity or grade you wish. Stock first class in every particular. Do not fail to get my prices, it will pay you.

C. A. BENNETT,

Robbinsville Nurseries

Robbinsville, N. J.

TREES

Largest assortment in New England. Evergreens, deciduous trees, both common and rarer varieties. Sturdy, choice stock that can be depended upon. Send for catalog and special trade prices.

The Bay State Nurseries

North Abington
Mass.

SHRUBS

This New England soil and climate produces fine sturdy shrubs. Special trade prices. By the thousands, hardy Native and Hybrid Rhododendrons—transplanted and acclimated. Send your lists.

"HOW TO GROW ROSES"

Revised and Greatly Enlarged

A new book of 120 pages, 5x8 inches, of which 16 illustrate leading Roses in natural colors. All the necessary instructions which will be of value to the amateur are presented in clear, simple and concise form. Where, when and how to plant. Fertilizers, Insecticides, Planting, Pruning, Mulching, Winter Protection, with important lists of the best Roses for every imaginable place and purpose. The Calendar of Operations alone may save you the cost of the book. Price \$1.00, postpaid.

THE CONRAD & JONES COMPANY,
WEST GROVE, PA.

Rev. Edmund M. Mills, President of the Syracuse Rose Society, of Syracuse, New York, said of the former edition, "It is the best thing of the size I have ever seen".

Large stock **CLEMATIS PANICULATA,**

2-year and 3-year

Also **SHRUBS** and **HERBACEOUS PLANTS**
for Spring 1916

T. R. NORMAN
PAINESVILLE, O.

(Successor to Norman & Hacker)

Our Price List of
Ornamental Nursery Stock

Has been mailed to the trade. In case you did not receive it, send for it

AUDUBON NURSERY

Box 731

WILMINGTON, N. C.

The Art of Landscape Architecture

BY SAMUEL PARSONS

Fellow of the American Society of Landscape Architects; author of "Landscape Gardening," etc.

An octavo volume of 347 pages with 57 illustrations, setting forth the underlying principles of landscape gardening. The chapters consider lawns, plantations, roads, paths, grading, rocks, water, islands, location of buildings, laying out of grounds, scope and extent of estates, maintenance, gardens and parks.

Price \$3.65

American Fruits Publishing Co.

Rochester, N. Y.

"You are issuing a splendid Journal, covering the news of the trade from coast to coast."—E. S. WELCH, President American Association of Nurserymen.

LITERATURE

Plant Propagation: Greenhouse and Nursery Practice—by M. G. Kains, Professor of Horticulture, Pennsylvania State College. Cloth, 8-vo. pp. 322, illustrated. \$1.50. New York; Orange Judd Co.

The author of this interesting and exceedingly valuable publication thus outlines its scope. "So many short-cuts and 'wrinkles' have been worked out by plant propagators, and so many nursery, greenhouse and garden methods have been simplified or made more effective that books hitherto available on plant propagation are now out of date. Nurserymen and other propagators who have not been able to keep their eyes on the whole field have been calling for a book price, the magazine is better off without that particular subscriber."

which will give them the best of these methods in the comparatively small compass of a single volume." So many subjects are discussed in this book that they cannot here be enumerated. The volume is of special interest to nurserymen in all its departments and especially the chapter on nursery management. Many of the illustrations are from well-known nurseries of the country. We heartily recommend that nurserymen procure copies of this practical book.

Substantial Vegetable Gardening—By P. H. Rolfs, director of Experiment Station, Florida. Cloth, 8 vo. In Rural Science Series, Edited by Dr. L. H. Bailey. pp. 309. Illustrated. \$1.50. New York The Macmillan Co.

The orange may be regarded as marking the outer limit of the subtropical regions where frosts are of short duration and the year is divided into hot and cool seasons. The coconut palm marks the boundary of the outer tropical belt which has more or less distinct cool and hot seasons, but no frosts. The Equatorial belt has no distinct cool season. It is with the fruit of these regions that the book referred to deals. This book is a distinct contribution to the literature of vegetable gardening. Here the Director of the Experiment Station of Florida presents the principles upon which the successful growing of subtropical vegetables depends. He includes in his discussion all the important vegetables—those with edible leaves, stems bulbs, fruits, tubers roots and seeds. There are also chapters on soils, fertilizers, watering seeds, seed sowing, planting, pests, diseases, and the important topic of marketing. While Prof. Rolfs confines himself to subtropical experience, his work will still be found of interest and value by growers in a wide territory in the United States.

Transactions Illinois State Horticultural Society, 1915—Edited by Secretary A. M. Augustine. Normal, Ill. Cloth; pp. 533. Illustrated. With membership in Society, \$1. Published by the Society.

This publication is the sixtieth of its series. It is of marked interest alike to the fruit grower and nurseryman. The frontispiece represents the late W. W. Thomas, Anna, Ill., nurseryman and fruit grower, vice president of the society and member of nursery organizations. The volume contains, besides the practical proceedings of the annual meetings, list of members, list of Illinois nurserymen, directions and formulas and general index. It is a model publication of the kind.

Year Book. U. S. Dept. Agriculture, 1916—Issued by the Secretary of Agriculture. Cloth; pp. 616. Illustrated. Washington, D. C., Government Printing Office.

This is the part of the Secretary's report which presents reports of bureaus and divisions of the Department, papers and illustrations especially suited to agriculturists and horticulturists. Its value as a reference work is well known.

Virginia Horticultural Society Report, 1915—Twentieth Annual Session. Edited by Secretary William P. Massey. Paper; pp. 245. Illustrated. With membership in Society, \$1.

This is one of the best of state horticultural society reports. It is always admirably arranged and must prove of direct practical advantage to the members because

of the character of its contents. Its illustrations are superior—up-to-date and to a marked degree characteristic of the progress which Virginia is making in commercial orcharding. Views of the fine orchards and experimental grounds recently developed give graphic interest to the descriptive matter and portraits of the officers of the society and the men prominent in Virginia horticulture acquaint the reader with the forces which have brought those results to pass. Among the views are those of the great orchards on Patrick county developed by Colonel M. V. Stedman, Colonel Henry C. Wyzor and others which have been featured in *American Fruits*.

The E. I. du Pont de Nemours & Company of Wilmington, Delaware, have just had printed a Clay Blasting Booklet. As it is the first booklet ever issued on this subject it contains valuable and interesting information. Some of the phases covered are "Digging Clay," "Stripping," "Blasting Down Shale," "Digging Plastic Clays," "Mining Flint Clays," "Draining Clay Pits," as well as full information on the use of explosives. The booklet will be sent to any address upon request.

Recent Publications Received—Alabama State Horticultural Society Proceedings, 1914; Massachusetts Fruit Growers Association Report, 1916; New Jersey State Horticultural Society Proceedings, 1915; Experiments with Citrus Stocks, California Agricultural Experiment Station; New Cherry and Hawthorn Pest, New York Agricultural Experiment Station; Director's Reports, 1915, New York Agricultural Experimental Station; Leaf Blister Mite of Pear and Apples, A. L. Quaintance U. S. Department of Agriculture.

Incorporations

F. A. Guernsey & Co., Schoharie, N. Y. have incorporated with capital of \$25,000. The business will include nursery stock, seeds and florists' supplies.

The Meneray Nurseries, Council Bluffs, Ia., were incorporated on April 1 with \$10,000 and with a corporate existence of 25 years. The incorporators are L. A. Meneray, F. W. Meneray and A. O. Meneray.

Russell Bros., nurserymen, Syracuse, N. Y., filed a certificate of incorporation on April 11, with capital stock of \$50,000. The directors are Clifford M., Edward H. and Leon G. Russell.

Articles of incorporations have been filed by Arthur W. Lambert, Boyle Price, H. W. Endres and F. R. Von Windeger, St. Louis, to do a general nursery business under the title of the Westover Nursery Co. Capital stock, \$5,000.

E. D. and L. R. Moore and W. M. Pritchard have incorporated the Square Deal Nursery Co., with capital of \$10,000.

The Romney Orchard Co., of Romney, Hampshire county, W. Va., has authorized capital of \$35,000. The incorporators are W. B. Cornwall, W. W. McClain, Ira V. Cowgill, Mary C. Screen of Romney, and John Maphis of Vanderlip.

The Thomas Fruit Co., Joplin, Mo., has a capital stock of \$200,000. A. B. Thomas owns stock to the amount of \$199,800.

The Findlay Orchards company, Findlay; \$10,000; R. B. Hugue, J.C. Spencer, V. T. Spittler, C. W. Patterson and C. I. Moffitt.

In connection with plans by the Southern Railway company to extend its passenger and freight facilities at Biltmore, N. C., and acquire land of the Vanderbilt estate there for, it is stated that Mrs. George Vanderbilt is considering the sale of certain other holdings at Biltmore to local real estate interests. A rumor has been current that the nurseries at Biltmore, famous over the United States, have been sold to C. D. Beadle, superintendent of Biltmore estate. It was reported that Mr. Beadle would remove the nursery stock to land recently acquired by him eight miles up the Swannoa river. When asked to confirm this rumor Mr. Beadle declined emphatically to do so.

Just say you saw it in AMERICAN FRUITS.

The Publisher's Desk

The importance of quality as compared with quantity of circulation for a magazine is strikingly brought out in a symposium recently conducted by Crowley's Magazine and contributed to by prominent advertising managers who were asked to give their opinions of the kind of circulation that makes advertising pay.

Frank W. Nye, "Today's Magazine": Unless the subscriber takes the magazine for itself alone and pays the full subscription price, the magazine is better off without that particular subscriber.

J. B. Latour, "Harper's Magazine": An editorial policy persistently pursued gives a publication character, and that character inevitably is the determining factor in the kind of circulation that a publication acquires.

Herbert S. Houston, Vice president Doubleday, Page & Co.: "The kind of circulation that makes the advertising pay is the circulation which a publication gains normally and naturally by its intrinsic quality and its editorial appeal."

R. C. Wilson, "Popular Science Monthly": "A successful advertiser, the president of a big enterprise, recently said: 'Not one cent will this company spend in magazines that do not stand for something serious and progressive.' I believe this is a concise expression of the fact that advertising value is something to be weighed, not counted."

O. J. Elder, "Physical Culture": "My idea of the kind of circulation that makes advertising pay is circulation that is obtained solely through the influence of editorial appeal and without the use of premiums, clubbing offers or extraneous inducements of any kind. Editorial influence is the prime factor in successful advertising, and the advertiser who buys space on the basis of editorial influence endows his advertising copy with the fundamental requisite for profitable results."

Five Thousand Acre Citrus Orchard—The J. M. Howell ranch, consisting of 5,000 acres, on Thomas Creek, five miles northwest of Corning, California, has been sold to the Fisher Brothers, Seattle capitalists. The price paid is in the neighborhood of \$200,000. The property consists of 1,000 acres of Thomas Creek bottom lands, 1,200 acres bench loam and 2,800 acres of red gravelly land. The ranch owns water rights on Thomas Creek, and the new owners plan to irrigate the entire acreage. W. B. Ames of San Dimas, Cal., a citrus expert, has signed a three-year contract to take charge of the property and superintend the planting of many acres of oranges, olives and almonds, all of which will be irrigated. Over 600 acres of Washington navel oranges will be planted on the creek bottom this Spring. In all, 60,000 trees will be planted on the ranch, an investment of \$100,000 alone.

A Pomona, Cal., report says: "Following a rapidly growing demand for California citrus trees, it is announced that 8,000 trees from the big Teague Nurseries at San Dimas have reached South Africa, where they will be set out immediately. About three years ago the Cecil Rhodes estate in South Africa sent a man to this section to study the citrus industry. As a result of his recommendations, thousands of young orange, lemon and grape fruit trees are sent annually to Africa from this section. The last shipment of 8,000 trees consisted largely of seedless grapefruit."

The Emil Britt property of 430 acres near Medford, Oregon, has been purchased by Sir Francis Webster, a wealthy flax spinner of Arbroth, Scotland, for \$9,500. It will probably be put into fruits.



WANTED

Nurserymen to draw on us for the following

**Peach, Apricot, Apple, Pear,
Plum, Cherry, Pecans, Roses**

and Other Ornamentals

HEIKES - HUNTSVILLE - TREES

All our own growing. In good assortment. Prices right.

HUNTSVILLE WHOLESALE NURSERIES

HUNTSVILLE, ALA.

American Nut Journal

*Devoted to Nut Growing Interests
Generally Throughout the Americas*

A National and International Monthly
Publication for the Advancement of a
Rapidly Developing Industry and a Most
Important Food Supply. Broad in Scope
and High in Character. Endorsed by the
Leading Authorities in Nut Culture.

American Fruits Publishing Co., Inc.

123-125 Ellwanger & Barry Building
Rochester, N. Y.

SUBSCRIPTION \$1.25 PER YEAR
ADVERTISING RATE \$1.00 PER INCH

Vincennes Nurseries

W. C. REED, Prop.

VINCENNES, IND.

Cherry Trees

Cherry Trees

The best that is possible to produce. Good
Tops and fine Roots. Foliage held until frost,
insuring plenty of vitality; the kind that grow.

Try our 11-16 up One Year. Ask for sample.

Also General Line of other Nursery Stock.
Japan Plums 11-16 up, One Year, are very fine.

Hardy Budded Northern Pecans and English
Walnuts.

The Willadean Nurseries

OFFER A VERY COMPLETE LIST OF
**Ornamental Trees, Shrubs, Ever-
greens, Vines and Herbaceous Plants**

A LIMITED STOCK OF
FOREST TREE SEEDLINGS

and would advise placing orders early for seedlings. Forest
Tree Seeds in limited supply. Prices quoted on application.
Trade list ready.

THE DONALDSON CO.

Sparta, Kentucky

American Fruits

INTERNATIONAL TRADE JOURNAL OF COMMERCIAL HORTICULTURE

\$1.50 per Year
Canada and Abroad, \$2.00

GENERAL OFFICES: 123-125 Ellwanger & Barry Bldg., ROCHESTER, N. Y.

Advertising Rate
\$1.40 per inch

A BUSINESS OPPORTUNITY

IF IT WOULD BE AN OBJECT TO YOU TO PLACE YOUR BUSINESS ANNOUNCE-
MENT BEFORE THE LARGEST CULTIVATORS OF FRUIT LANDS IN THE UNITED
STATES, THE LEADING ORCHARDISTS AND GENERAL FRUIT GROWERS IN THE
STATE AND DISTRICT HORTICULTURAL SOCIETIES THROUGHOUT THE COUN-
TRY—THE CARLOT OPERATORS—AND IN ADDITION EVERY NURSEYMAN
CULTIVATING TEN ACRES OR MORE AND MANY SMALLER ONES, YOU CAN DO
IT THROUGH "AMERICAN FRUITS;" AND WE KNOW OF NO OTHER WAY TO DO
IT SO EFFECTIVELY AT SMALL COST. THE RATE IS \$1.40 PER COLUMN INCH.

IN ORDER TO START ADVERTISEMENT IN THIS BUSINESS MAN'S PUBLI-
CATION WITH THE FORTHCOMING ISSUE, WE SHOULD HAVE COPY NOW; LAST
FORMS CLOSE ON THE 25TH OF EACH MONTH. THERE IS A DISCOUNT OF 25
PER CENT ON YEARLY TERM CONTRACTS.

ABOVE RATES ARE FOR ADVERTISING PLACED DIRECTLY WITH THE PUB-
LISHER BY THE ADVERTISER. WHEN PLACED THROUGH A COMMISSION
AGENCY, 25 PER CENT IS ADDED.

AMERICAN FRUITS PUBLISHING COMPANY.

*22 Years in the Horticultural Field
Only National Publication of the Kind*

Late Orders

Come to every nurseryman.
Should you not be able to fill
all of your orders from your
own stock, probably we have
just what you lack.
Telegraph us anyway.

There will be no delays in shipping

Ask for our prices on Seed Cow Peas

Harrisons' Nurseries
J.G. HARRISON & SONS PROPRIETORS
BERLIN MARYLAND

